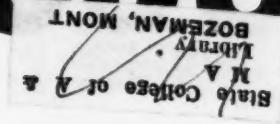


# AMERICAN CATTLE PRODUCER



AMERICAN NATIONAL LIVE STOCK ASSOCIATION  
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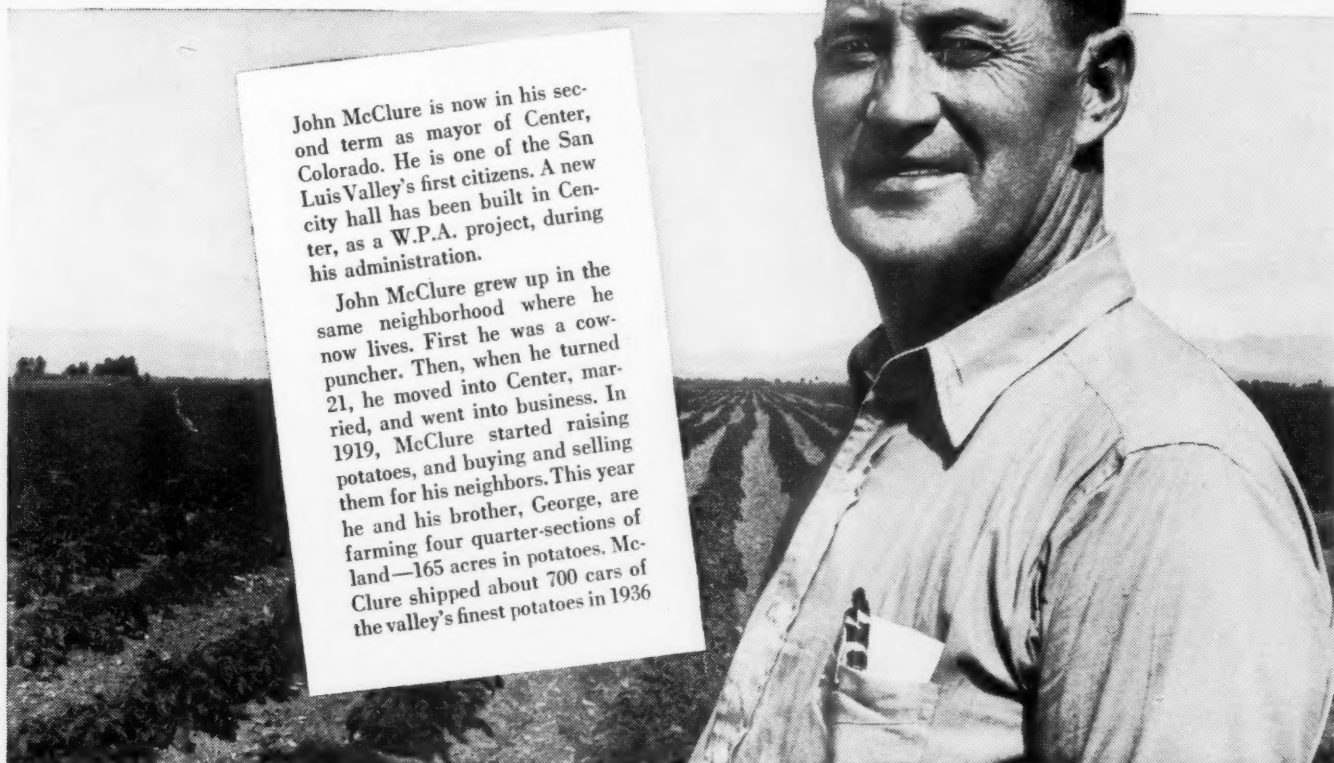


NOVEMBER, 1937

MONTANA STATE COLLEGE LIBRARY  
BOZEMAN

# We farmers profit *when food moves directly*

John McClure, potato grower of Colorado, knows  
the value of Safeway chain store marketing



John McClure is now in his second term as mayor of Center, Colorado. He is one of the San Luis Valley's first citizens. A new city hall has been built in Center, as a W.P.A. project, during his administration.

John McClure grew up in the same neighborhood where he now lives. First he was a cow-puncher. Then, when he turned 21, he moved into Center, married, and went into business. In 1919, McClure started raising potatoes, and buying and selling them for his neighbors. This year he and his brother, George, are farming four quarter-sections of land—165 acres in potatoes. McClure shipped about 700 cars of the valley's finest potatoes in 1936

**J**OHN MCCLURE has grown up with the potato industry of his valley—he knows his potatoes. Also he knows how necessary to the producer's welfare is a system of orderly marketing. Twenty years of watching prices climb to record heights and then tumble to disastrous lows have taught him that.

"Our valley has become a great potato-shipping center," John McClure told me. "As production increases here—and we raise millions of bushels of potatoes far away from where those potatoes are going to be eaten—an efficient plan of distribution becomes all-important to us."

#### *Likes to Deal with Safeway*

Last year about 50 cars of McClure's finest potatoes were sold through Safeway channels. So he knows at

first-hand how Safeway works.

"The Safeway buyer was here in our valley all during the harvest season," he told me. "He made purchases almost daily. The regularity of these purchases, by a big volume buyer, helps mightily to stabilize the market and benefit growers.

"I like to sell to Safeway—just as I like to buy at their stores. They're fair and square—insisting on top quality, but always willing to pay the price to get what they want for their customers."

#### *Approves Loss-leader Ban*

Some time ago, John McClure told me, there was criticism of chain store methods among the farmers of his valley. Loss-leader selling was the trouble. Potatoes bought at fair prices were retailed too low. And that pulled

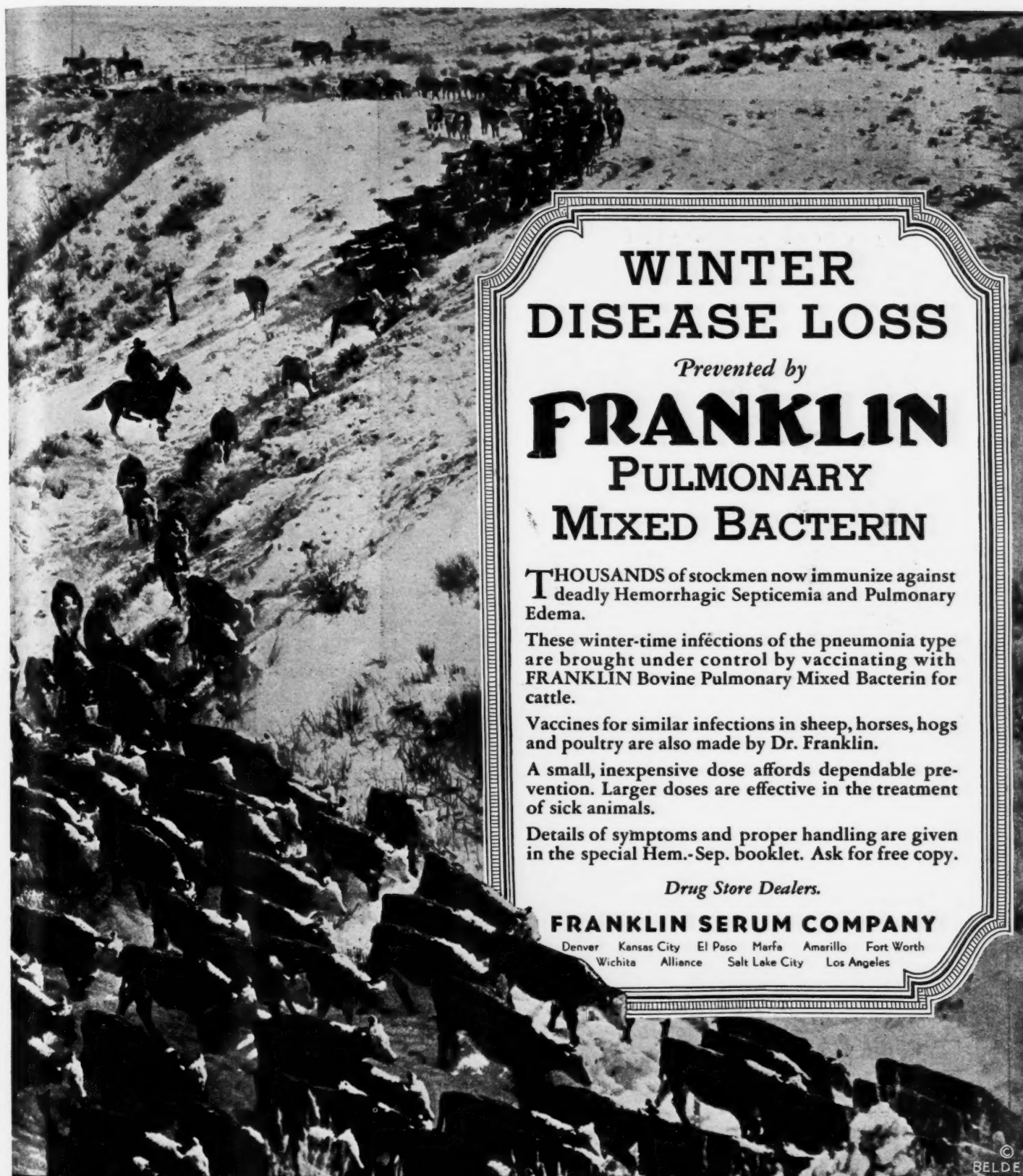
down the general market price.

The cause of that criticism has been ended now. "We potato men know that Safeway has taken the lead in eliminating loss-leader selling of all agricultural products," McClure said. "That's cooperation of a kind we appreciate.

"Understand me—we farmers want to see people supplied with potatoes, and all farm products, as inexpensively as possible. That's where the chain stores like Safeway can help us.

"The chains save by using direct distribution and by cutting out wastes. This means they can save people money on food—help them buy more. And when people buy more of what the farmer has to sell, we farmers are bound to get a better return for our work."

THE SAFEWAY FARM REPORTER



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**T**HOUSANDS of stockmen now immunize against deadly Hemorrhagic Septicemia and Pulmonary Edema.

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*Drug Store Dealers.*

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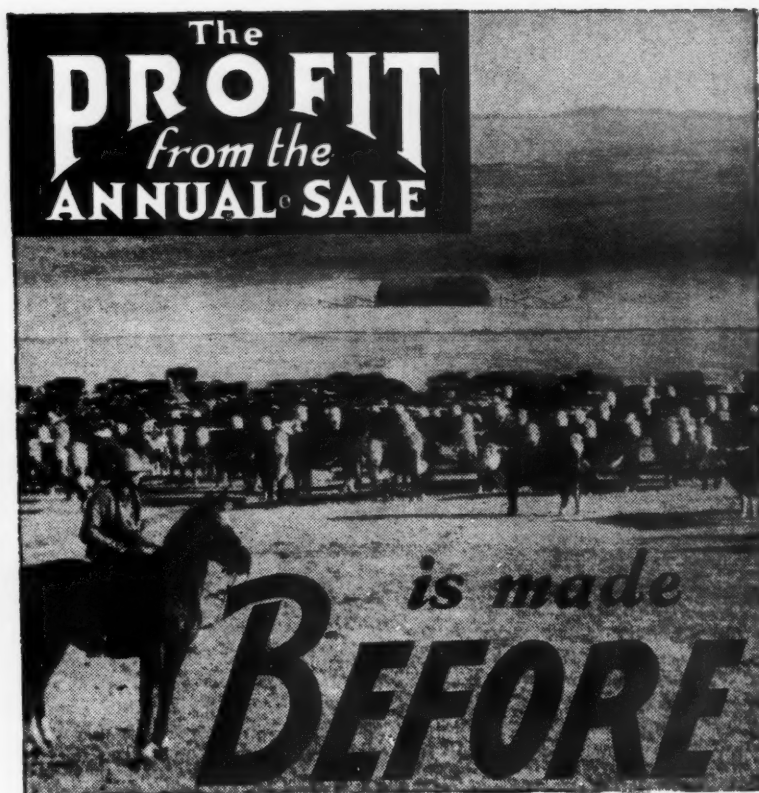
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The cowman who keeps his herd in condition with Cottonseed  
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THE CATTLEMAN'S PROTEIN STANDBY



# AMERICAN CATTLE PRODUCER

(Published at 515 Cooper Building, Denver, Colorado, by the American National Live Stock Association Publishing Company. Entered as second-class matter June 11, 1919, at Post Office at Denver, under Act of March 3, 1879. Acceptance for mailing at special postage provided for in Section 1103, Act of October 3, 1917, authorized on September 21, 1921. Subscription price: United States, \$1.00 a year; Canadian and foreign, \$1.50.)

Volume XIX

NOVEMBER, 1937

Number 6

## OCTOBER MARKETS ENCOUNTER A CRACKUP

BY JAMES E. POOLE

**A**PERSPIRING REPORTER, HIS CUTICLE OOZING AS IT does in New York in September, contacted the owner of a kosher chain, and thereby hangs a story. Repairing to a mixology lounge, the scribe advanced an idea.

"My city editor chased me out of the office an hour ago to start something," he explained to the meat distributor, "and you gotta go along. Here's the idea: You kosher butchers are getting in bad with your customers. They blame you. Now make a goat of the packer and duck the storm."

"How're you going to go about it?"

"Let's have a strike; close every kosher market in New York. You can tell customers that the packers are profiteering at your expense and theirs. Call a meeting tomorrow night. I'll spring it with a two-column story in the morning—exclusive for my paper, understand—and we'll bust the works. Your customers will figure that you are their champion, and you will be a whiteheaded boy with them."

### Brush Pile Ignited and Flames Spread Rapidly

The scheme bore luxuriant fruit. The next Friday every kosher shop in New York and environs went out of business for a whole week, reopening to find wholesale meat selling as high as ever; whereupon they threatened another strike, but could not pull it off. Objectors were "educated" with well-directed bricks through their shop windows. Newspapers and radio stations took up the hue and cry, spreading it from coast to coast; curtailed consumption kicked back through the live-stock markets into every feed-lot and pasture in the United States. News venders championing the cause of the down-trodden meat-consuming masses switched to other themes when the meat strike faded out.

This agitation developed during a

period of protest against advancing cost of living. Within a few hours metropolitan papers from coast to coast participated. Billy Hearst's sheets were outstanding offenders, ignoring the fact that Hearst is a cattleman of parts. Radio took up the hue and cry, pages of white paper were smeared with what the editors regarded as a commercial scandal, the publicists assuming the role of champions of "forgotten" people—the meat eaters of the country—who, they contended, were being audaciously "frisked" by predatory processors and feeders. Housewives by the thousands were interviewed. Retailers, lustily shouting "wolf," cleared their skirts of extortion charges. Columnists got in their dirty work. One of them told of a man who asked for a steak "costing

about a dollar." "Doesn't your wife eat meat?" asked the retailer. Another of the same ilk gagged thusly: "A man bought a roast beef sandwich for 25 cents. Lifting the top slice of bread to apply a mustard veneer, wind from an electric fan blew the beef away." Pen pictures of starving, meat-hungry children were concocted, and a hullabaloo started. A brush pile had been ignited; the flames spread rapidly. Wherever two or three women gathered, the sole theme was meat cost, as was that of liquor during the "noble experiment." The Ladies' Aid Society, bridge parties, and even the cocktail lounge femmes took up the refrain. A shotgun might have been fired in any city market without winking a customer. Poultry, cheese, and fish venders ran into a wave of prosperity, taking full advantage.

Eastern papers wired western correspondents for stories on the subject, getting prompt response. Responsibility was variously placed. Hank Wallace's pig massacre was exhumed; ghosts of cattle killed during the drought were paraded. "Speculators" were denounced, without disclosing their identity. Fred Pasley, in a dispatch from Omaha to the *Philadelphia Record* on October 14, turned these operators over on a spit. He asserted that meat-price agitators were "bad medicine to live-stock gamblers," dubbing them "embattled Joans of Arc." "Consumer resistance has forced a general price retreat in the live-stock markets of Chicago and Omaha. The enemy will have to be beaten back farther yet, however, before the retail situation is relieved appreciably."

### Prices Crack

Live-stock prices cracked; wholesale cost went down; but the ultimate consumer derived scant benefit. Pasley's epic was utilized as an editorial theme with a reputable journal behind it. He said: "Curious as it may seem to an Easterner, the rank and file of Middle West farmers are almost solidly behind the housewives." Yet these same farm-

ers were being hit in the region of the pocketbook by the agitators. Said Pasley: "Ballooning prices that have so outraged the consuming public have enhanced neither the bank accounts nor the purchasing power of Nebraska cattlemen." Peruse these Pasleyisms: "Most of the beef from which 60- to 75-cent steaks were cut came from animals costing on an average of 7½ cents per pound on the hoof. A spread of more than 50 cents per pound occurred between beef on the hoof and the meat block of the city butcher."

Printed and reprinted in eastern metropolitan papers, this balderdash amounted to shaking red rags. Pasley took an imaginary 1,000-pound steer, paid the owner \$75, and by a process of legerdemain converted it into 580 pounds of meat, retailing it for \$290. At that period 7½ cents per pound bought only mediocre stockers, a spread of \$12 to \$16 per cwt. buying most of the short-fed steers at Chicago; \$16.50 to \$19, bullocks fed six to ten months. As a matter of fact, the former were the costliest steers on the market. Western grass steers realized anywhere from \$10.50 to \$15.50 per cwt.; a few prime long-fed cattle, \$19.25 to \$19.90. Says the erudite Omahan: "Housewives confront the counterfeit meat gyp trafficking in old cows and bulls palmed off at top prices of low-grade beef for that of choice animals. Apparently only a searching investigation can remedy this situation." This may be tersely described as "the bunk."

#### Picturesque Fabrication

Doubtless retailers did soak consumers, but the public went right along paying rising prices without protest until agitators threw a wrench into the gear box. Assertion that packers "boosted prices for their own nefarious purposes" savors of the late lamented Munchausen. That midwestern farmers were mulcted is picturesque fabrication. On my desk is a long list of fat-cattle sales at Chicago ranging from \$4,500 to \$6,000 for single carloads. One load of 20 head, fed in Jackson County, Iowa, averaging 1,657 pounds, realized \$6,447 net on Wednesday, October 13. Probably the owners of these bullocks sympathized with complaining meat consumers, but they were entitled to every cent they got. Packers, who consistently and persistently "bucked the advance," frequently sold beef "minus" profit. Retailers did not squawk until the storm broke. Pasley's bogey man, "the speculators," are not defined. If they have injured anyone it is the midwest farmer feeder who laid in stockers and feeders for winter development at prices around \$2 per cwt. higher than last year when they "stole" a crop of steers from western breeders. Pasley's screed is merely a sample of the rot printed in eastern papers to satisfy editorial department hunger for sensation, much of it engendered by ignorance.

#### FROM JIM POOLE'S PEN

After late October crash trade acquired stride at new low levels, except long-fed steers, 1,000 up, which regained previous high. Prospects obscure and choppy market in offing, but confidence returning. Meat trade shows revival, but consumers price conscious.

Choice bullocks will disappear with Chicago International carlot sale, when killers will wrestle with new crop short-fed warmed-up light steers now selling \$12 down. Further depreciation probable, especially if in-and-outers lose morale.

Nothing alarming in cattle market developments. Everybody expected it, but trend down would have been gradual under normal conditions.

Gain costs in feed-lots lower, though cost not determined. Cottonseed cake advancing. Corn reacting from low prices.

Feeders still buying thin cattle at declines 50 cents to \$1 per cwt., indicating huge cavity in Corn Belt not filled.

Processors finding beef stocks lightest in years. Will be on hand-to-mouth basis all winter. No one knows how many cattle on feed. Great majority light in weight. Numbers may increase, but tonnage will be down, as in replacement season killers took large majority fleshy or two-way steers to satisfy demand. Tonnage, not numbers, determines values.

Properly distributed supply makes for regular stable prices. Need of hour is orderly marketing.

Packers into lightest hog crop in years; deficiency in pounds cannot be estimated. Spring pig crop was short, growers in mood to cash at young ages owing to bad lard situation, disease caused serious mortality.

Will be enough lamb and mutton, as consumers nibble rather than eat these. Feeders paid approximately fat-lamb prices for thin stock and are nervous as rabbit's nose. They are not competing with foreign product, but wool market against them. Feed bill down, but dressed market balks at every extra pound in excess of weekly requirements.

Dead hide market ominous of lower prices. Recent stalemate will end in packer-tanner compromise. Shoe trade slowed down after reckless production period.

Statistically strong, wool market strategically weak, consumers having stocked recently depleted wardrobes, going into debt in effort.

Live-stock and meat trade is peculiarly unfortunate in this respect. Shoes may be marked up \$2 per pair; clothing, \$2.50 to \$5 per suit; and automobiles, \$25 to \$50 per unit without a whimper emanating from newspaper editors. Give cattle breeders and feeders an inning and they resort to scare-head type to set him back. The thing is done—the critter is dead, and its hide is on the fence, entailing enormous loss to midwest live-stock growers and western commercial breeders, the result of insensate drivel. Millions of pounds of meat that would otherwise have gone into the capacious maw of the American consumer was delayed in getting through distributive channels for several weeks. A man may lay off booze and catch up with his normal consumption later, but meat the public does not eat today is not bought tomorrow. Publishers pillorying the meat industry are constant and persistent suppliants for trade advertising money, although always on the alert to inflict damage on one of the most important manufacturing and agricultural industries. Probably they will point with pride to their activity in depressing cattle prices \$2.50 per cwt., hogs \$3.50 per cwt., and lambs \$1.50 per cwt., which is exactly what followed their campaign. Every branch of the live-stock and meat trade was literally paralyzed as they got in their big licks. Nothing was said concerning high cost of poultry or fish; meat was the shining mark. It has happened before and will occur again. Apparently the advertising department is not on speaking terms with editors or reporters, or these periodical outbursts of idiocy would not develop.

#### Diet Cranks Alert

However, human memory is short, meat is popular, and the sinister influence of the "strike" will disappear. Unfortunately the erudite lassies who run domestic science columns are always on the job. They are prolific in concocting meatless meals; on this occasion they delved into the morgue, trotted out "old stuff," and sat up nights concocting new dope, every stanza being an effort to induce housewives either to banish meat from their diets or reduce it to minimum proportions—homeopathic doses, so to speak. Consumers are easily swayed, these innovations appealing to them when imperative economy is a factor. In compounding such recipes beef is invariably "goated" for the benefit of Pasley's cow and bull product, which is purveyed in the guise of ground meat, Hamburg steak, and fifty-seven varieties of sausage, including "hot dogs," of which makers have sold over a million units thus far. If the American eagle is to be dethroned by the turkey, this is a suggestion that the aforesaid "dog" be elevated to the position of national emblem, especially if a gastronomic basis is to be established. News-

(Continued on page 22)



# LEATHER IN THE MAKING

[The following is the fourth and final chapter of "The Romance of Leather" story presented through the courtesy of the Tanners' Council of America.—Ed.]

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**THE COVERING WITH WHICH** nature has endowed animals is, chemically, a very complex substance. According to chemists, hides and skins are to a large extent made up of proteins, about the ultimate nature of which too little is known. The most notable characteristic of hides and skins—the quality of which has made them so valuable since the earliest days of the most ancient peoples—is not their chemical composition, but their physical structure. Hides and skins are composed of a vast number of minute fibers intricately interlaced. This structure gives the skin its wonderful flexibility and strength while leaving it sufficiently porous to admit passage of air.

## Preparation for Tanning

In both the principal processes employed by tanners in converting raw hides and skins into leather—vegetable and chrome tanning—initial steps are the same. First the hides and skins go to the "beam house," where they are placed in "soaking vats" to wash foreign material out of them and restore them to a soft, flexible condition. From one to seven days are required.

The next step is removal of hair. An old method of doing this was sweating the hides—setting up slow decomposition on the surface and thus loosening the hair for removal with a blunt knife.

The modern way is liming followed by dehairing by machine. Sometimes pits containing the lime solution are employed, but frequently lighter skins are put into huge rotating drums filled with the solution. Chemical substances, such as sulphides of sodium and arsenic, are added to the limewater to accelerate the loosening. In general, the purpose of liming is to loosen the outer layer of skin so that the hair may be easily removed. Liming also tends to swell and plump the hide and make it more susceptible to the action of tanning liquors and chemicals. After three to nine days, depending on the thickness and texture of the raw hides and the type of leather to be made, the batch is removed, washed, and brought to the dehairing machine.

After dehairing, it is important to make the flesh side as smooth and free of foreign matter as the "grain" side. It might be noted here that the term "grain" side means the hair side of leather, since removal of the hair leaves a pattern on the hide or skin. The cleaning of the flesh side is performed by a fleshing machine or by hand.

After the hides have been unhaired and fleshed they are washed and then some of the lime remaining in them is removed by drenching or bating. The extent to which the tanner removes the lime depends upon the kind of leather he intends to make. Hides that are drenched are put into a weak solution of acid which neutralizes and dissolves the lime. Those that are bated are put into a solution containing enzymes, which act not only on the lime but on the hide itself. Bating helps to produce a leather with a fine and tough grain.

The hides are again washed thoroughly and are ready for the actual tanning. But hides or skins to

be chrome tanned usually are pickled after having been bated—placed in a solution of acid and salt and allowed to remain until penetrated by the chemicals.

## Tanning Processes

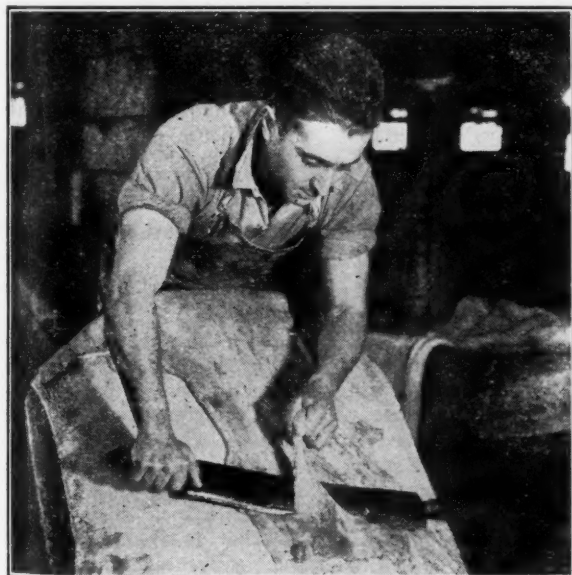
Up to this point all hides and skins, whether vegetable or chrome treated, have been given basically similar treatment. Vegetable tanning may be considered as mainly applying to hides as distinct from skins. Almost all upper leather is chrome tanned. Sometimes a combination process is employed. A very small proportion of skins is tanned by methods other than the basic ones mentioned.

The following table shows the leathers produced by the basic tanning methods:

Process	Leathers Produced
Vegetable	Mainly sole, harness, belting; luggage and upholstery; some upper
Chrome	Mainly upper; glove, garment
Combination	Some sole and upper
Alum or Alum-Chrome Oil	Pure white upper; furs Chrome

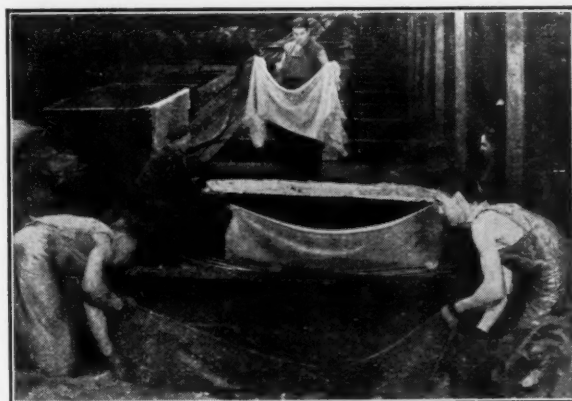
Vegetable tanned leathers are produced by the action of certain tannin liquors or extracts upon the fibers of hides and skins. By a suitable choice of tanning agents leather can be made to vary in hardness, strength, or flexibility. The principle of vegetable tanning consists in placing the hides or skins in tanning liquors of progressively increasing strength until every fiber becomes permeated and tanned. In the case of heavy cattle, this process normally requires from two to six months even today. Not so long ago it took from one to two years' time. Hides are usually cut down the backbone and tanned as two "sides." Only those being tanned for upholstery and belting are ordinarily processed as whole hides.

The first contact of the hides with tanning liquors occurs in the rocker section, made up of vats containing relatively weak liquor. Across each rocker vat frames are strung and the hides suspended on these and moved slowly to agitate the liquor and produce an even absorption in the hide. Usually

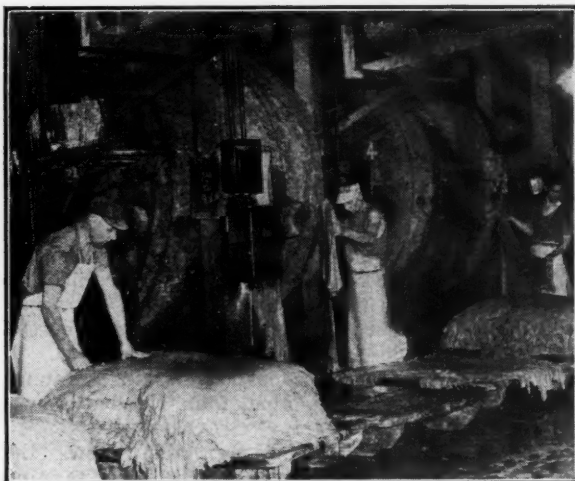


REMOVING  
FLESH BY  
BEAMING

ROCKER VATS  
IN A TANNERY



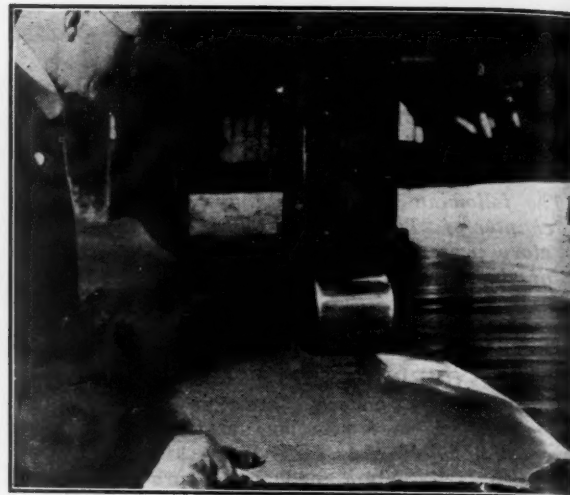




CHROME-TANNED  
SKINS JUST OUT  
OF THE DRUMS



ROLLING FOR  
SOLE LEATHER



two to three weeks are needed to swell the hides properly and tan them sufficiently to withstand the strong liquors in the next series of vats.

Then the hides are placed in lay-away vats—much larger than the rockers—each hide laid out flat and sprinkled over with ground bark. Liquor solution is then pumped into the vat and the hides allowed to remain for a period that varies with the kind of hides and the nature of leather produced. The hides are changed from four to seven times, each time placed in a new solution. From the time the hides enter the rockers until they leave the lay-aways, there may elapse a minimum of two months and as much as six. When the completely tanned leather is taken from the last lay-away vat it is put into hot water to dissolve excess liquor and remove sediment and bark. A scrubbing by machine follows.

Usually it is necessary in completing leather to restore natural oils and greases removed by the process. Cod oil, or a mixture of cod and other oils, is added while the leather is still moist. The leather then goes to the drying loft.

In chrome tanning, the hides, suitably prepared, are placed in large tanning drums containing the chrome chemicals where they are tumbled about so that each fiber is brought in contact with the chemicals. In five or six hours light weight skins have become leather.

#### Heavy Leather

Sole leather for work shoes must be solid and rigid; for men's street shoes, sturdy and yet light and flexible; for the finest of women's shoes, pliable enough so that the shoe can be turned inside out in its making. Some of these characteristics are given by the raw hides, some by tanning or finishing. For example, for heavy shoes, slightly damp leather is rolled under heavy rollers to make it firm and solid.

Leather excels all other soling material in promoting foot comfort and health. It permits the feet to "breathe," adjusts foot temperature more comfortably, and permits perspiration to evap-

orate more perfectly than any other material.

Rough leather to be finished for belting is carefully selected to have the fewest possible imperfections, such as brand or grub or tick marks. A process known as currying is employed. The leather is treated with grease, smoothed out, and most of the stretchiness removed. A common practice is to put damp leather and grease into a revolving drum. This operation often increases by as much as 50 per cent the leather's tensile strength, toughness, and flexibility.

Harness leather is also finished by a somewhat similar currying process. A much larger quantity and a different kind of grease is employed.

#### Upper Leather

The following statements about cattle-hide leather may be generally applied to other chrome-tanned upper leathers.

Upper leather made from cattle hides is called "side upper" because at some point in the tanning process the sides are fed into the splitting machine and two layers of leather produced. From the grain side the finest cattle-hide upper leather is made. The split may be finished for gloves, innersoles, shoe tongues, or luggage leather of medium quality.

Some of the most important steps in the preparation of upper leather follow the splitting and chrome tanning. The grain side, to which we shall limit our discussion, is at that point merely rough tanned; it has none of the luster or gleam of finished leather. It is now necessary to replace the natural oils removed by tanning. Again huge revolving drums are used, where sides are whipped about in a mixture of water, soap, and oils, known as fat-liquor. Neat's-foot and cod oils, plain or sulphated, egg yolk, and soap are used. Often, by altering the lubricant, the entire character of the leather may be changed.

Dyes are sometimes added to give color. On certain leathers a coating of dry-paint colors or pigments is applied instead of aniline or other dyestuffs.

After the coloring, leather is ready to be stretched and smoothed. It is pressed until flat and most of the water absorbed in the coloring drums has been squeezed out. Before the finishing touches, the leather must stand for a few days to permit full penetration of the fat-liquor. Each side may then be moistened with water or dampened sawdust and given a mechanical softening and stretching, after which it is tacked to boards. Dried in this fashion, wrinkles and most of the stretch is removed. A final operation must be performed—finishing or glazing.

In glazing, the leather is rubbed with a glass cylinder. This gives the surface a luster which may be intensified to a gloss by repeating the glazing after applying seasoning or "dressing." For dull finishes a revolving brush is used instead of the glass cylinder.

Most patent leather is made of cattle hides, although kid, calf, or colt skins are sometimes employed. To make patent leather, the side or skin must be coated with a bright, hard material which after drying will remain flexible. The leather is taken, after coloring, through a "degreasing" operation in which naphtha removes surface grease. It is stretched on frames and coated by hand with special paints or colors. Several such coats are usually needed, with alternate baking and rubbing with pumice. Strangely enough, nothing has been found to replace exposure to sunlight to make the finish hard, bright, and firm.

#### Bag, Case, and Strap Leather

Luggage leather—called bag, case, and strap leather, is for the most part made of cattle hides. It is bark or vegetable tanned, the process being similar to sole leather tanning, except that different tannins make softer leather. Desired thicknesses are obtained by splitting. The grain side is the most desirable. As used in bags and cases, leather is usually from one-twentieth to one-tenth inch thick.

Cattle-hide leather is frequently embossed to resemble rarer leathers that



EMBOSSING A  
GRAIN DESIGN  
ON UPHOLSTERY  
LEATHER



GLAZING PUTS  
HIGH FINISH  
ON KIDSKIN

are either too expensive, too often unobtainable in quantity, or not durable. Metal plates are applied under pressure to the leather, and this leaves the design. Embossing is a useful process for other leathers—to give upholstery leather a distinctive finish, for example.

#### Upholstery

In obtaining cattle hides for upholstery leather, the markets of the world are combed. Some hides may be eighty square feet in area. After being vegetable tanned the hide must be split. Two practices are generally followed: (1) "Buffing" of a sixty-fourth of an inch thick from the grain surface, the rest of the hide split into three equal thicknesses. The first cut under the buffing is the machine buff; the second, the deep buff; and the remainder, the split. (2) Splitting into three equal thicknesses. The first, or top, cut is the top or full grain leather; the second, the deep buff; the third, the split. Top grain and machine buffs are used for higher priced automobiles and fine furniture, deep buffs and splits for the less expensive of these.

Finishing essentially consists in applying a durable and smoothly colored coat to the leather. Brushes are used, or the color and finishing material may be sprayed on. Sometimes the leather is softened and crushed by hand.

Other uses of cattle hides are: garment, bookbinding, lace, and numerous miscellaneous leathers; but the processes employed resemble one or the other of those already reviewed.

#### Calfskins

Calf leather has a finer grain than hide leather. It is particularly desirable for shoes, handbags, purses, gloves, garments, bookbinding, and luggage.

Tanning follows the general chrome tanning procedure, except that an appreciable quantity is still tanned by the vegetable process for shoe leather and other purposes. There are many varia-

tions in treatment to get desired finishes for uppers and handbags. Besides polished leathers made by dressing or glazing, a great quantity of suede leather is manufactured from calfskins.

In producing suede, the tanner must raise a soft, even nap on the surface of the skin by buffing. None of the strength of the leather is thus impaired, because the flesh side and not the grain side is surfaced.

#### Kidskins and Sheepskins

The uppers of more women's shoes are made of goat or kid leather than of any other material. While all goat-skins are commercially known as kid-skins, there are dozens of varieties. On a weight basis, kid leather is one of the strongest of the tanners' products; its fibers are tight and compactly interlaced, yet it is soft and pliable.

Chrome tanning is employed for most kid. The bulk is finished as "glazed kid," and more of it is produced in this country than in all other nations. Goat-skins are well adapted to glazing and may be finished to a high gloss. Much suede and dull finished kid leather is also made. Kid is also frequently used for the linings of well made shoes. Still another important use is gloves.

Fancy leather for many miscellaneous articles is also made from goat-skins. The term "Morocco" is applied to one type of fancy leather tanned from goatskins because the Moors were the first to make this leather. They discovered that the fine grain of tanned skins could be brought out into bolder relief by boarding—a manual process in which the leather is folded over itself, grain surface to grain surface, and the fold pressed back and forth with a cork board. Morocco is one of the classic bindings of fine books.

Sheep leather is put to more uses than any other type of leather. Two important uses are shoe leathers and glove or garment leathers. Type of

tannage depends on the breed of sheep or the use for which the leather is designed.

Lambskins are the most important raw material for glove leathers, which are made with smooth surfaces or with suede and mocha finish. Leathers for clothing, handbags, rollers in textile mills, sweatbands, parchment, piano parts, pouches in gas-meters, are among the fifty-odd special leathers made from sheep- and lambskins.

Many lambskins are tanned with a uniformly clipped short length of wool adhering to the skins. This shearling leather is deservedly popular for lining men's and boys' work coats, warm slippers, and other clothing. Often it is colored and finished to resemble fur, such as seal.

#### Fancy Leathers

Fancy leather is a general classification covering leather for articles ranging from pocketbooks to shoes, scissor cases to collar bags. Calfskin is an important fancy-leather material, but a great deal is made from the skins of sheep, goats, ostriches, snakes, lizards, alligators, seals, and sharks.

Pigskins, distinguished by the peculiar markings on the surface—pores left by removal of bristles—must be largely imported, because only a small proportion of the pigs slaughtered in this country are skinned. Many "pigskins" used for gloves are the skins of the peccary—a species of wild hog—or those of the carpincho or capivari. Both the latter belong to the rodent rather than to the pig family.

Pigskin might be classified as fancy, luggage, or glove leather. It excels in one quality particularly: its resistance to wear and its durability. It is serviceable in the manufacture of novelties, saddle seats, wallets, sport shoes, luggage, gloves, bookbinding, upholstery,



innersoles for shoes, and razor strops.

Skins from the animals of the deer family are almost entirely imported. Deerskin, or buckskin, makes a leather of some importance for gloves and shoe uppers. The oil or formaldehyde process is used for gloves; a different tannage for uppers—limited to expensive sport shoes. Much side upper leather is tanned with a suede or "ooze" finish to resemble buckskin. In volume, side upper "buck" far exceeds the use of genuine buckskin.

Kangaroo and wallaby skins make a perfect upper leather. Fifty years ago these skins were thought valueless. Now American tanners import approximately 1,000,000 of the skins a year, chiefly from Australia. Kangaroo leather differs from other types in having a particularly tightly woven skin structure, the closely intertwined fibers running in all directions. The leather is the strongest known for a given weight and thickness. It does not readily scuff or crack. Many athletic shoes are made of it.

A tiny rosette marks ostrich skins. It is the only leather that comes from birds. The skins are taken only from birds that die or are past their period of usefulness to the South African farmers. The number tanned is small, and perfect skins are rare. They are tanned by the vegetable process, and are valued for fancy leather merchandise and women's shoes.

#### Reptile Skins

Tanning serves to stress original markings of reptile skins. They are used chiefly in some uppers and specialties. The pythons, boas, and anacondas are of the greatest value for leather because of their size; but the skins of the smaller poisonous and water snakes have the most beautiful colors and designs.

Alligators and crocodiles are valuable only for their skins, which have become appreciated because of the beauty and durability of the leather they yield. In greater part the skins must be im-

ported. Women's and men's shoes, handbags, and luggage are made of them; also belts, billfolds, and other articles.

#### Marines

Sealskins make a soft, quite strong and durable leather of unquestioned beauty. The finest is the "pin grain," made from the skins of young seals. In glazed black or in colors, this leather is extensively used in handbags and novelties and in a limited way in footwear. Heavier sealskins provide a vegetable-tanned leather for traveling bags. But the bulk of sealskins is used for fancy leather. The grain is often simulated on calf- or sheepskins. But the surface of genuine pin seal is distinguished by its softness. Simulated leather has a slightly hardened surface.

Sharkskin, with its original surface, is valued as fancy leather, particularly for handbags. Its uses in shoes is limited, although it possesses high tensile strength and great resistance to scuffing or tearing. It is often used for toe-caps of children's shoes.

Walrus leather is chiefly important because it is very thick and tough. Its coarse texture makes it highly suitable for buffing wheels used by jewelers and silversmiths. It is also used to a minor extent in the manufacture of luggage.

#### Horse and Buffalo Hides

Horsehide makes a leather useful for shoes, gloves, garments, and sporting goods. It differs from other leather in that the flesh side becomes the surface of the tanned leather. Cordovan, from the butt of the horsehide, is extremely hard and fine grained and less porous than other shoe leathers.

Hides of the true water buffalo—an animal common to southern Asia and some parts of Europe east of Italy—are coarser than those of cattle, and, while once imported in some quantity, are now used to a very limited extent, chiefly in making luggage and mechanical rawhide leather. The animal here referred to is not to be confused with native bison.

## IMPROVING CALF CROP PERCENTAGES

BY E. F. RINEHART  
Idaho Extension Service

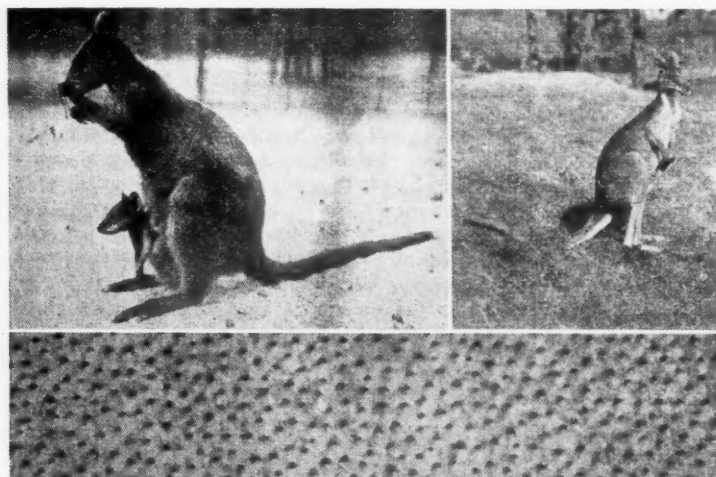
**W**HILE DEMONSTRATIONS PLAY an important part in all forms of live-stock extension work, they are of special value in connection with range live stock. With farm live stock the demonstration usually is a means to spread the use of approved practices. With range live stock the majority of the demonstrations may be in unknown and unexplored fields for the purpose of educating the extension specialist as well as the stockman.

Calving and lambing percentages are subjects involving many factors. Actual counts in random flocks and herds give fairly accurate averages. In most cases the percentages seem lower than they should be. In working closely with co-operating outfits, methods of improvement are sometimes discovered.

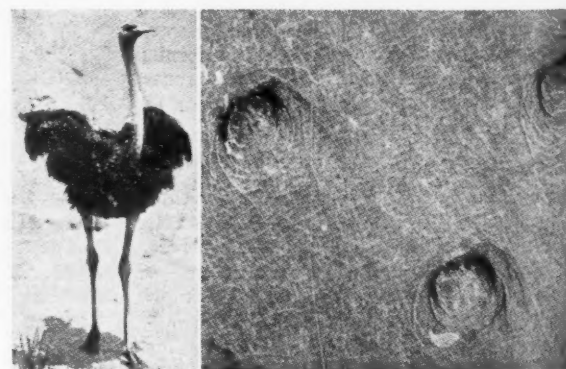
Different range areas vary greatly in altitude, topography, soil, watering facilities, spring and fall pasture, and winter feed. Therefore, a general system of range management cannot be recommended. On some Idaho ranges the most profitable system of operation is on a cow-and-calf basis. On many other ranges the production cost of a calf to weaning age is higher than its market value. In these sections calving percentages are low. Part of the ranges are steep and difficult of access, but the summer feed is lush and nutritious, so that dry cows and older steers and heifers which go direct to market as grass-fat cattle are indicated. Cattle-men so situated realize that they have a better steer than a cow-and-calf range and are competitors of the cattle feeders for weaner calves.

#### Calves Must Be Obtained and Saved

Whichever system is followed, it is necessary to obtain and save a high percentage of calves. Sufficient cattle must be sold to pay operating expenses. The dry cow that consumes winter feed and summer range is a useless parasite. Feed bills, taxes, grazing fees, and other operating expenses must be paid from



AUSTRALIA PRODUCES KANGAROO AND WALLABY SKINS



AFRICA SENDS US OSTRICH SKINS

AMERICAN CATTLE PRODUCER



the sale of the offspring of productive cows.

In extension activities carried on with 150 cattle outfits, with special attention to management and marketing problems, wide variation in the number of calves born and saved was found to exist. Among the 150 herds studied, 31 were in a low altitude where two systems of breeding prevailed. In this section part of the outfits followed year-long, others seasonal, breeding. In the seasonal breeding the bulls were taken to the range on June 15, resulting in all calves being born the following spring. In the system of year-long breeding the bulls were with the cows the year round. Each system has strong backing. In order to determine the relative returns over a period of years from the two systems, records and results of the calving percentages, weights, and financial returns of those following each system were kept. This was done as a sub-project under the main project covering the entire cattle areas which dealt with cost of production and relative returns secured by marketing cattle of different ages. Three years' results appear as follows:

#### YEAR-LONG BREEDING

Year	No. Outfits	No. Breeding Cows	No. Calves Branded	Calf Crop Percentage
1932	14	1,384	941	68.0
1933	7	1,106	793	71.7
1934	9	1,459	1,076	73.7
3 yrs.	30	3,949	2,810	71.2

#### SEASONAL BREEDING

Year	No. Outfits	No. Breeding Cows	No. Calves Branded	Calf Crop Percentage
1932	17	2,900	2,172	74.9
1933	12	1,662	1,257	75.6
1934	10	1,371	1,038	75.7
3 yrs.	39	5,933	4,467	75.3

It will be noted that the results are for years when conditions were normal. During the ten years that the main project has been continued, the calf crop from approximately 60,000 range cows has varied from 57 to 78 per cent. The lowest of any year was in the spring of 1935, following the drought of 1934, when percentages ranging from 35 to 50 per cent were common. Some of these herds had double the calf crop the following year. In 1935 one large outfit branded a 47 per cent calf crop. In 1936 the same outfit saved an 82 per cent calf crop. Recently a 93 per cent calf crop was branded in an outfit having slightly more than 100 cows. Naturally, such high counts were obtained by herds that were abortion free, had followed the practice of culling all dry cows and also of calving on a sheltered range, with sheds and box stalls available.

#### Seasonal Breeding Advantages

The culling of dry cows is naturally one factor that affects the increased calf crop of those that follow seasonal breeding. A second factor is that more care and attention can be given to the herd. These two important factors com-

bine to make the practice of seasonal breeding more desirable. More calves are always born than are branded. Losses of newly born calves are heaviest in herds which follow the practice of year-long breeding. In periods of long, hard, severely cold and stormy weather, as high as 21 per cent of the calf crop has been found dead on frozen bed-grounds.

Many cows are shy or non-breeders. Depending largely on the range and winter feeding of the herd, many cows have calves only every other year. In year-long breeding some cows may never have calves. In seasonal breeding it is possible to ride through the herds in February and cut out all that do not appear to be heavy with calf. There is yet time to put them into the feed-lot and finish for the spring market before grass-fat cattle are numerous.\* Incidentally, it may be stated that mistakes may be made, for some calves may show up later in the fattening pens. These may be cut back, with their mothers, into the breeding herd with no harm done.

A third advantage of the seasonal breeding is the uniformity in age of the offspring. This affects the financial returns, though not necessarily the calving percentage. In herds which follow the practice of year-long breeding, steers are uneven in age and size and sell at a discount, thus lowering the returns.

This, like other projects, may not only change the practice of stockmen but also some extension policies. Before this project was well under way we recommended strict culling on type. This was, and still is, an important part of the year's marketing system. However, the first and most important culling is to get rid of the shy and non-breeders. In order to hold back the best individuals in years following drought or an unfavorable breeding season, an identifying ear mark is used. Culling on the basis of shy breeding, with age the second consideration and type the third, is proving to be the most logical method in our program.

## OUR MEAT SUPPLY AND PRICE SITUATION†

BY F. E. MOLLIN

**D**URING THE PAST FEW WEEKS there has been much publicity about available supply of meat animals and current price of meat products. Many busy people today do not take time to read more than headlines, and unfortunately many writers do not take time to get to the heart of the problem which they discuss more or less intel-

\*This article is reprinted from the September issue of the "Extension Animal Husbandman," a Department of Agriculture quarterly.

†Address given over NBC's Farm and Home hour on October 30.

ligently in their articles. Newspapers seem to thrive on sensational articles. For instance, if one load of long-fed cattle happens to bring 18 or 19 cents a pound in Chicago, that is considered news and is widely publicized. The fact that on the day when these cattle are marketed there may be several thousand loads of cattle in the various markets selling from 5 to 10 cents a pound is commonplace and nothing is said about it.

#### Two Errors

From repetition of this type of publicity, the reading public, through no fault of its own, has fallen into two errors, and unfortunately these errors can be so magnified as to do injustice, and in fact real injury, to one of America's greatest industries—the live-stock industry. The first is to assume that because of this unusually high price for an occasional load of cattle we are confronted with a serious shortage of cattle and indeed of all meat animals. Nothing is farther from the truth. I have before me a release just issued by the Bureau of Agricultural Economics showing that federally inspected slaughter of cattle in September, 1937, exceeded that of any other year since 1931 except 1936, when serious drought necessitated heavy marketing. Slaughter of calves was in exactly the same position. Slaughter of sheep and lambs was above the average of the seven-year period. It is only in hogs that we find any falling off in volume. Hog production has been decreasing, due partly to the AAA program but more to the droughts of 1934 and 1936. Even in 1935 and 1937 good hog-producing areas have raised far less than normal supplies of corn—the major hog fattener. For a nine-month period again we find that cattle in 1937 exceeded every other year of the seven-year period except 1936, while calf slaughter exceeded even that in 1936, the previous record. Sheep and lambs exceeded the seven-year average by about 150,000 head, while again only in hogs do we find a substantial falling off in volume.

#### No Shortage

There is no shortage of meat animals except temporarily in the case of hogs. There has been a relative shortage of dressed beef of the long-fed variety due to continuing droughts and resultant short feed crops. While the western Corn Belt suffered again this year, east of the Missouri River a fine crop of corn is being harvested—a release by the Department of Agriculture, dated October 19, is headlined, "More Beef in 1938; Little Change in Pork Supplies."

One should not fall into the error, however, of thinking that just because there has been a shortage of long-fed animals there is no other kind of meat available. Throughout the western country and in some beef-producing areas of the East fine beef is produced largely

on grass, perhaps in some cases with limited rations of grain or other concentrates fed as a supplement. Thousands of cars of grass-fat animals are rolling to market today, and the beef is going readily into consumption at prices which give only a fair margin of profit to the producer and which consumers at present wage levels can easily afford to pay.

There need be no fear that this country is facing a permanent shortage of meat animals. I have been connected with the live-stock industry for more than thirty years. Periodically during that time there have been alarms similar to the present one, and predictions have been made that we were just about to run out of cattle, sheep, or hogs, as the case might be. These fears have all proved groundless. This is a big country. Live stock is produced in almost every county of every state. About the time the alarmists predict threatened shortage to be just around the corner, an unheralded supply from various and widespread regions shows up and the shortage theory is exploded. I predict that never in the lifetime of anyone now listening will there be a real shortage of cattle or lambs in this country. The situation in pork is somewhat different. The United States has until recently been the leading export country as to pork products. The present relative shortage is artificial. We can and will again produce pork not only in ample supply for consumption in this country but for export in whatever quantity the world will take it, at a fair price to American producers.

#### Advance Not Disproportionate

Now as to the second major error; namely, that the price of meat has advanced out of all proportion to the price of other commodities or out of proportion to ability of consumers to buy. The fair measure of consumer ability to buy is current level of wage scales, or, to put it another way, level of non-agricultural income, which necessarily reflects the general wage scale. Despite all publicity based upon extreme top prices, it is entirely untrue that meat prices have advanced out of all proportion to the general advance common in commodities of all kinds and fortunately also in wage levels. In a statement by the National Live Stock and Meat Board attention is called to the fact that in general present meat prices are lower than the average for 1924-29. In the first half of 1937, average retail price of beef at New York was 20 per cent below the average for 1924 to 1929; pork, 14 per cent below; lamb, 34 per cent. From another official table, it is noted that, taking 100 as the index figure for 1924-29, non-agricultural income for the first half of 1937 stood at 95.4 compared with 83 for the same period a year ago.

To compare with this figure of 95.4 for non-agricultural income the composite retail price of beef in New York

City for the same period—namely, January to June, 1937—was 80.3; lamb, 65.8; and pork, 86.3. Therefore it is apparent that non-agricultural income for the first half of 1937 was almost back to the 1924-29 level while retail meat prices had a good way to go. It is only because these prices were at such ruinously low levels for years and consumers became accustomed to them that there is so much complaint now. An analysis of the wages of more than 15,000,000 employed workers shows average earnings in 1936 as \$187 more than in 1933. Increased food costs, not all of which went to producers, absorbed only \$78 of this increase.

Continuing the comparison for the first six months of this year, the amount of meat consumed stood at 92.8 compared with the 1924-29 level, while the price paid for meat was only 76.8. That shows that volume of consumption was almost back to normal but the price paid was not. Such slight increases as have occurred in prices since July 1 have been purely seasonal. We are at the in-between period when long-fed cattle of the old crop have practically disappeared, and it is hardly time for short-feds from the new crop. As stated, grass beef fills in this interim to good advantage, and already the situation is adjusting itself to a new crop level.

#### Producer Cannot Fix Price

We have been talking entirely about meat prices. I might remind you that the live-stock producer has no voice either in fixing the price of his raw material, the finished meat animal, or of the product as it goes over the block. He can only try to gauge his operations somewhat to prospective demand. Having done that he must take the price the market offers. Wage earners are more fortunate. They have something to say about the price of their product—skilled or unskilled labor. Careful study of average live-stock prices must absolve the producer from any charge of undue profit.

It may be pointed out that farm prices generally dropped more than one-half from 1929 to 1932. The farmer and live-stock producer, through recent price increases, merely have regained part of this drop. Their share of the consumer's dollar now is 44 cents, or still 6 per cent less than the average share they received during the years immediately before the depression. I am sure that no one who takes the trouble to inform himself would begrudge the fact that prices of live stock have finally got out of the depression trough and reached a level which will permit the rancher again to share in national prosperity.

Summing it up, it would appear that the agitation against meat prices—fortunately confined largely to a few eastern cities—is unfair. It is not the usual American system to pick out one item or one group of producers for discrimination, particularly when price advances

have been common to practically every item. As "Oscar of the Waldorf" stated in his speech before the Institute of American Meat Packers at Chicago this week: "Meat has gone up, but so has everything else."

One final word in regard to available supply: Don't let anyone tell you that we are running out of meat just because we have had a series of devastating droughts which have sharply reduced the hog supply and prevented finishing of normal numbers of cattle and sheep. Last Monday, receipts of cattle at nine principal central markets were almost 150,000 head and receipts of calves some 35,000 additional. That does not look much like a cattle shortage, and it would seem high time that the agencies which have been crying high meat prices and short supplies should find some other more profitable source on which to vent their enthusiasm. They have overplayed the meat situation, and it is time to give it a rest.

## AGRICULTURE'S BIGGEST BRANCH—LIVE STOCK\*

BY HON. HARRY B. COFFEE

AS A CATTLEMAN I AM GLAD TO speak through the courtesy of the American National Live Stock Association on this National Farm and Home Hour about the biggest business in the United States—the business of agriculture—and the importance of the live-stock industry in the field of agriculture.

There is no business in this country to compare with agriculture in volume, value, or number of people employed. According to the Department of Agriculture, estimated farm population on January 1, 1937, was 31,729,000, total value of farm land and buildings was \$32,858,000,000, and value of live stock was over \$3,000,000,000.

The live-stock industry is the backbone of agriculture. It is by far the most important branch of agriculture. To get a clearer picture of the importance of the industry, let me point out that in 1935 the gross farm income was approximately \$8,000,000,000, of which live stock and live-stock products accounted for \$4,500,000,000, and all farm crops, including forest products, totaled \$3,500,000,000. In other words, approximately 57 per cent of the national farm income was derived from the sale of live stock and its products. In my own state of Nebraska, live stock and live-stock products account for about 70 per cent of our farm income. In the western range states this percentage runs into much higher figures. Seventy-two per cent of all land in the United States is utilized by beef and dairy cattle.

Live stock is produced in every state in the union. It is one of the leading

\*Address delivered at Washington over NBC National Farm and Home Hour on October 30.

AMERICAN CATTLE PRODUCER



industries in most of the states. According to the 1933 figures of the Department of Commerce, listing the ten foremost manufacturing industries in the United States, meat packing ranks first, followed in order by petroleum refining, steel works and roller mill products, with motor vehicles in fourth position.

In the seventeen western states the live-stock industry is of greater relative importance than it is in the nation as a whole. In many of the western counties, sheep and cattle furnish the main source of tax revenue that maintains county governments.

To give you the relative importance of the principal farm commodities in gross income for 1935, I quote from the 1937 Agricultural Statistics, as follows:

Milk .....	\$1,680,000,000
Cattle and calves.....	920,000,000
Hogs .....	868,000,000
Chickens and eggs.....	871,000,000
Cotton lint and seed.....	698,000,000
Wheat .....	367,000,000
Truck crops .....	304,000,000
Corn .....	239,000,000

Of course, about 90 per cent of the corn is marketed through live stock, and as a consequence the average farmer is more interested in the price of cattle and hogs than he is in the price of corn itself.

Due to the severe drought last year, with resultant loss of over 1,000,000,000 bushels of corn, there has been a shortage of fat cattle and hogs on the market, which has resulted in abnormally high prices being paid for the small number of highly finished cattle on the market. Less than 5 per cent of the cattle reaching terminal markets were able to earn the higher prices that have helped to build up consumer resistance to all beef. While early fall prices this year permitted the western producer for the first time in seven years to get parity price for his feeder cattle, it should be noted that there never has been such a wide spread between the price of well finished steers and the price of feeders. The western range producer has had only two years in the last seven when he has obtained a price above cost of production for his cattle. In fact, since 1920 he has had only seven years of profit.

The uncertainties of the future fat-cattle market have made the Corn Belt feeder hesitant in buying feeders, which reacts to the detriment of the western producer. Aside from the price to be paid for feeders, the western range producer, the Corn Belt farmer, and the dairy farmer all have a common economic interest in maintaining a stabilized price for live stock and its products. They have a common interest in protecting the domestic market against foreign competition.

Abnormally high prices bring consumer resistance and curtailed consumption, which in the long run are to the disadvantage of consumer and producer.

The live-stock industry wants to maintain a fair price level for its products; to eliminate periodic high and low prices that have been so disastrous.

Parenthetically, it might be of interest to you to know that the Federal Trade Commission's inquiry showed that in 1935 the producer got only 40 cents of the consumer's dollar spent for beef, 42 cents went to the wholesale and retail distributor, to the packer went 13 cents, and to the transportation companies, 5 cents. The producer is interested in reducing to a minimum this price spread between producer and consumer.

#### Processing Tax Opposed

The American National Live Stock Association, which ably represents the range cattlemen and state cattlemen's organizations west of the Missouri River, has opposed, and I think rightly, any processing tax on cattle, which would either be added to the consumer's costs or deducted from the producer's price, thereby further increasing the spread between producer and consumer. In my capacity as a member of the Committee on Agriculture in the House of Representatives I have opposed every proposal for a processing tax on cattle. Any tax on a perishable food commodity such as live-stock products would tend to curtail consumption if passed on to the consumer. If it is not passed on to the consumer, it is taken off the producer in order to move the commodity into consumptive channels at a price the consumer will pay. Any obstacle or burden placed on live-stock products tends to divert the consumer to competitive commodities.

It is desirable to encourage the consumer to purchase meat and dairy products in order to market advantageously our normal corn crop of approximately 2,500,000,000 bushels.

When the profits of the farm and ranch are increased, that increased purchasing power is immediately reflected in increased industrial activity and increased pay rolls. It is important to note the close parallel between farm income and factory pay rolls. When live stock and other farm commodities were selling a few years ago at less than half the cost of production and hundreds of thousands of farmers and stockmen were going bankrupt, this lack of purchasing power was also reflected in the closing down of factories and in a consequent army of unemployed. The people have learned that it is impossible for any one group or section of the country to prosper long at the expense of another group or section. Because of its primary importance, when agriculture prospers, labor and industry prosper. When agriculture suffers a loss of purchasing power, it is felt immediately throughout the nation, for the reason that while 25 per cent of the population lives on the farms a much larger proportion of the

population depends either directly or indirectly on agriculture for a livelihood. Likewise, agriculture is vitally interested in the welfare of industry and labor, because when factories are busy and labor is employed the consumer has purchasing power to enable him to pay a fair price for products of the farm and ranch.

#### Fair Price Necessary

When the importance of agriculture in our national economy is fully appreciated by the consumer, I am sure he will realize that in paying a fair price for agricultural products he is in turn safeguarding his own job as well as protecting a living wage for the industrial worker. Therefore, when you buy your bacon, lamb, beef, and butter, remember that the live-stock industry provides 57 per cent of the national farm income and furnishes the means for producers to buy industrial goods.

It is in the interest of the general welfare not only to maintain a fair standard of living for the wage earner but to maintain a fair price level for agricultural products. Since the World War agriculture has not received its fair share of the national income. The value of farm lands and buildings in 1935 was \$2,000,000,000 less than in 1910. The farm population in 1935 was 200,000 less than in 1910. During those twenty-five years, while population grew nearly 40 per cent and land area included in farms rose from 46 to 55 per cent, the population on farms actually declined. Although during the depression many families went back to the land in an effort to raise their own subsistence, the exodus from the farm continued from 1930 to 1935 to such an extent that 984,000 more people left the farm than went to it. More than 236 farms of every thousand were foreclosed during this period. From 1850 to 1920 farm land steadily advanced in price, but since 1920 average price per acre has declined from \$69 to \$31.

How to maintain a fair balance of income for agriculture, labor, and industry challenges the nation today. Maladjustment of income among the various economic groups helped to precipitate the depression which has cost the government and the people many billions of dollars. It is unfair to expect the wheat farmer, cotton planter, or live-stock producer to sell his products at world price and to pay a protected price for everything he buys. The high tariffs provided for industrial products and the lack of equal benefits for most agricultural products have tended to industrialize the United States at the expense of agriculture. Since 1922 the trend has been toward increased exports of industrial products and increased importation of foodstuffs. In fact, since 1924 we have been importing more foodstuffs each year than we have been exporting.

(Continued on page 28)



## MARKET AND MEAT AND LIVE STOCK GOSSIP

BY JAMES E. POOLE

**S**HEEPMEN GOT A BREAK AT the Chicago packers' convention this year. The cook did an excellent job, and, while a few kicks were registered, many diners at the banquet emulated the example of Oliver Twist by clamoring for more.

One of the keynotes of the convention was losses sustained by packers in consequence of expanding wage cost, soaring taxes, expensive raw material in the shape of live stock, and other disabilities. But the packer boys stepped out in the same radiant manner as a coterie of New Dealers confident of permanent connections with a lucrative pay roll. Swallowing the "we're losing money" slogan, a buyer for one of the major concerns remarked: "We get that every morning three hundred days annually."

Candidly, the packer, in a collective sense, has gone over a series of bumps this year. He got a few breaks when merchandising stocks of beef and pork, but lard is a consistent bad actor, and his hide inventories are back-breaking. The convention, concluding with the stereotyped Lucullan feast, at which lamb was the *piece de resistance*, was up to the usual standard. President Woods, a strategist of parts, pulled a brilliant stunt when he arrayed a coterie of agricultural college professors under a huge spotlight. The college crowd is erudite, is doing the industry incalculable good, and deserves recognition. Good work, Whitfield. The usual speculation concerning future live-stock prices was on tap, Colonel Burmeister, of the Bureau of Agricultural Economics, satisfying all curiosity on that score. For a desperate crew, walking the floor nights devising ways and means to evade the sheriff, Packingtown sends to its annual convention a brilliant galaxy of well-groomed economists, scientists, supersalesmen, and other highbrows.

### So Dry It Squeaks

The whole country, with the exception of a few favored localities, is so dry that it squeaks. Kansas and Nebraska are again in hard luck. At Kansas City, catfish going upstream kick up a dust with their tails. Over a vast area King Corn has abdicated temporarily at least, or until nature gives him a new spell of life. Missouri has some corn this year after several starvation seasons. They tell of a drove of hogs in the central part of the state that poked new corn around in the feed-box, uncertain whether it was made to eat or play with, the present generation having seen none.

Dan Casement, of Manhattan, Kansas, which is not in the so-called "dust bowl,"

said: "We have wrestled with drought and short corn crops for half a decade, hoping that nature will relent, and are growing discouraged." If Kansas and Nebraska make any considerable quantity of beef during the coming winter, the patent feedmen will have an inning. The heavy run of cattle at Omaha, Chicago, and several river markets late in October spelled drought liquidation, even the usually comfortably fixed Sandhill section of Nebraska cutting loose. Parts of Iowa report a short corn crop, and, while sections of Illinois boast of yields running from 80 to 115 bushels per acre, others fall far short. East of Chicago, yields average better, Ohio and



"Smatter, been rainin' up there, stranger?"

Pennsylvania garnering abundance, or enough to insure an "ever normal granary" for one season.

### Prosperity

Texas is overflowing with prosperity. Between cattle, sheep, wool, and oil money the lucre is blowing up and down the alleys. Cotton is down, but aggregate returns will be large even if the price is down. Texas sent a long procession of stock cattle to the Corn Belt this year; another caravan to local feedlots where rapid gains are being made on cheap hulls and cake. Again the Texasite is "proud of it," recalling an incident years ago when a New Yorker criticised abundantly both climate and population to a resident. "All this country needs is good society and water," palliated the latter. "And that's all hell needs," exploded the Gothamite.

Texas at this writing is the most prosperous spot on the map of the United States. Millions of oil dollars are going into cattle, herds are being recuperated after the drought sockdolager, and, while it is short of its former bovine population, the state emerges from drought and depression in far more satisfactory economic and financial condition than any other in the same sphere of production. Both calf and lamb crops realized enough money to finance a season's WPA expenditure, and the stream of wealth from else-

where will continue to flow. Texas is the most important cattle and sheep state in the union, and will continue to be, unless Dame Nature resumes dirty work. Eastern Oklahoma is also doing well.

### Adversity

But the northern plains country is still up against it. Attracted by high prices and impelled by feed shortage, this season's cattle gathering exceeded expectation. E. A. Phillips, of the Montana Stock Growers' Association, asserts that the state is 40 per cent short of its average cattle population over the past decade. In the eastern section, the decrease is 65 to 85 per cent. Rehabilitation is doubtful, if not impossible, until grass comes back and cattle investment can be adequately financed.

The Regional Agricultural Credit Corporation, which figured in the role of savior of the cattlemen during the depression, is taking a long siesta. An agent took a prolonged vacation thereabouts during the summer, heard the tales of financial woe recited by numerous applicants; but not a lead dime has materialized in the way of loans. Among the applicants were men owning hay by the thousand tons, which the bureaucratic visitor determined was not an asset. In one sense it is not, as without cattle it must be left to rot. Possibly Uncle Sam is not functioning properly when he forks out money to distressed cattle feeders on an investment basis; but complaint is made—not without logic—that the southern cotton planter gets access to a new barrel of public coin whenever he elevates his hand in token of trouble. Cattle in competent hands at a haystack are equivalent to money in the bank.

South Dakota is also contending with adversity, mainly of sanitary nature, which is admonition of what may happen should another foot-and-mouth disease epidemic develop. Harry J. Boyts, of Sioux City, discussing the recent anthrax outbreak, says it is the most virulent and widespread in twenty-five years, menacing Iowa and Minnesota. Spreading was facilitated by using vaccine pellets purchased at local drug stores, which has been stopped, only officially approved preparations being circulated since belated vigilance was instituted. Loss to date is estimated at a quarter of a million dollars, not to speak of interruption to business, live-stock buyers from Iowa and Nebraska deserting the state and embargoes by Iowa and Minnesota aggravating the case. The incident—and it is serious—is a reminder of what happened in 1904 when every state was embargoed by the other. Swine disease of various types has been unusually prevalent in many sections of the Corn Belt, especially Iowa, taking a terrific monetary toll in the aggregate.

Meat imports fluctuate from week to

(Continued on page 23)

AMERICAN CATTLE PRODUCER

# CALCULATING COSTS OF PRODUCING CATTLE

BY A. M. VAN DEUSEN AND J. R. CARTER

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ANYONE FAMILIAR WITH THE DETAILED ACCOUNTS of merchandising and manufacturing may think these live-stock accounts are simplified too much; but if cost accounting is to gain a foothold in the live-stock industry it must begin with the records ordinarily kept. Experience and the desire for more detailed information will gradually refine methods and make them more exact.

## Basis of Method

This method of calculating the cost of production for live stock is based upon one very simple idea: that the cost of animals born during a year is the cost of running the breeding stock for that year. The exact period should be from weaning time in one year to weaning time in the next year, but in large operations it would be impossible to set any date that would be exact for all animals, and for any practical purpose it is accurate enough to charge one year's "crop" with one year's expense.

The charge of breeding stock is figured this way: The number of head of live stock handled in the year is reduced to an equivalent number for the full year; for example, 1½ head to represent 3 animals carried, 1 for 3 months, 1 for 6 months, and 1 for 9 months. This average number for the year divided into the total expense for the year gives the cost of carrying one animal for the year, and with the cost per head known it is easy to split the expense between breeding stock and other classes.

The method was devised particularly to fit the needs of live-stock men throughout the western range country, who find many objections to the two methods of price inventories that are in common use, namely, pricing at market value and pricing at some fixed value.

## Pricing Inventories

Pricing live-stock inventories at market is, since market varies so widely, almost sure to result in showing a book profit or loss on breeding stock that is not for sale, that constitutes the manufacturing plant of the owner, and this inventory profit or loss is so mixed up with the operating profit or loss that it takes a good deal of pretty skillful figuring to separate the two, even when sufficient information as to the stock can be had, which is by no means always the case.

And pricing inventories at some fixed value, while it may give a true enough statement of profit and loss, when the number of head inventoried does not vary much from one year to another, has nevertheless at least one bad feature. If the business is closed out there may be a wide difference between the fixed carrying value and the market at the time of sale, and this will naturally result in showing on the books an extraordinary profit or loss for the period of the sale. Payment of income tax on a profit of this nature has presented serious difficulties to concerns closed out to clean up their indebtedness after they had exhausted their capital and piled up a deficit roughly equal to the difference between a low fixed value and a high market value on their live stock.

Pricing inventories at cost, however, does not seem to be open to any serious objection, since no unrealized profit or loss is ever taken up, and any profit or loss taken up belongs wholly to the period in which it is shown. Moreover, in the event of general decline in market value, the cost can be written down if it should be thought best to do so, just as a merchant may mark down his stock of goods, and the amount of that write-off will appear in the books as a separate item instead of being mixed up with the operating profit and loss. But, while live-stock men realize the advantage of pricing inventories at cost, they have not been able to find any practical way of arriving at cost, which is the reason for working out the method proposed here.

Figures used in the illustrations were not taken from the books of any operating concern, and the results may not be

even close to actual costs, but that does not make the figures any less useful as an example to show how costs can be determined.

## Cattle Costs

Cattle are inventoried and the books closed on December 31 of each year. Calves too young at that time to be classified as short yearlings are not taken into the inventory. Cows and bulls are put into the breeding herd when they are two years old and are carried on the books at their cost as two-year-olds until they are disposed of. Cattle are not finished for market on grain but are shipped off the grass.

The opening inventory for the year was:

Breeding stock—	Number	Price	Amount
Bulls .....	200	\$50.00	\$ 10,000.00
Cows .....	3,000	20.00	60,000.00
Total breeding stock.....	3,200		\$ 70,000.00
Yearlings, mixed .....	2,000	15.00	30,000.00
Steers, two years old and over	600	30.00	18,000.00
Steers, three years old and over	300	40.00	12,000.00
Total inventory .....	6,100		\$130,000.00

Purchases during the year were:

Breeding stock—	Number	Purchase Price	Amount
Bulls .....	50	\$60.00	\$ 3,000.00
Cows .....	200	25.00	5,000.00
Total breeding stock.....	250		\$ 8,000.00
Yearlings .....	100	19.74	1,974.00
Total purchases.....	350		\$ 9,974.00

Sales were:

Breeding stock—	Number	Selling Price	Amount
Bulls .....	100	\$45.00	\$ 4,500.00
Cows .....	500	22.50	11,250.00
Total breeding stock.....	600		\$ 15,750.00
Yearlings .....	500	17.50	8,750.00
Steers, two years old.....	100	35.00	3,500.00
Steers, three years old and over	200	37.50	7,500.00
Calves, veal .....	100	17.00	1,700.00
Total sales.....	1,500		\$ 37,200.00

At the end of the year the cattle count was:

Breeding stock—	Number
Bulls .....	250
Cows .....	3,455
Total breeding stock.....	3,705
Yearlings .....	1,400
Steers, two years old.....	700
Steers, three years old and over	580
Total count.....	6,385

## Death Loss

Since it is impossible on a ranch of any size to keep track of deaths as they occur, it is necessary to determine the death loss by subtracting the actual count at the end of the year from what the count should have been according to the books, the difference being the death loss, which includes cattle lost, strayed, stolen, or otherwise unaccounted for. The "transfers" shown in the following statements are for the yearlings that grew into bulls, cows, and two-year-old steers and for the two-year-old steers that grew into three's.

	Bulls	Cows	Year- lings Dec. 31	Year- lings Jan. 1	Steers 2's	Steers 3's	Total
Inventory 1/1.....	200	3,000		2,000	600	300	6,100
Add Purchases.....	50	200		100			350
Calf crop.....			1,500				1,500
Total .....	250	3,200	1,500	2,100	600	300	7,950
Deduct sales.....	100	500	100	500	100	200	1,450
Remainder .....	150	2,700	1,400	1,600	500	100	6,450
Transfer—							
1's to 2's.....	100	780		1,580*	700		0
2's to 3's.....					490*	490	0
Inventory 12/31—							
Per books .....	250	3,480	1,400	20	710	590	6,450
Over count.....	250	3,455	1,400	0	700	580	6,385
Death Loss.....		25		20	10	10	65

\*Deduction



Operating expenses for the year were:

Labor .....	\$10,000.00
Pasture rent .....	6,000.00
Feed .....	5,700.00
Taxes on real estate .....	7,000.00
Taxes on personal property .....	1,000.00
Repairs to fences, buildings, and equipment .....	2,000.00
Upkeep of horses and harness .....	1,000.00
Depreciation on fences, buildings, and equipment .....	3,000.00
Insurance .....	500.00
Vaccine, etc. ....	250.00
Other expenses .....	726.00
<b>Total .....</b>	<b>\$37,176.00</b>

#### Distribution of Operating Expenses

These expenses must now be distributed, so much to each animal in the herd, but allowance has to be made for the cattle that died or were purchased or sold during the year, as no expense was incurred on cattle before they were purchased or after they died or were sold. In other words, the average number of cattle in the herd for the year must be determined before the operating expense can be distributed.

Since it is not known when the deaths occurred, the easiest way is to assume, unless there is proof to the contrary, that about the same number died each month of the year, in which case the expense of running them up to the time of death would be the same as the expense of running all that died for one-half year. For example, the cost of running one cow for one month and another for eleven months would be the same as the cost of running two cows for six months.

The time cattle that were purchased or sold spent on the ranch is recorded in the books, and the average time for all can easily be figured out; but that would take up considerable space, and so it is assumed here that the average was equivalent to one-half year for all cattle purchased or sold. And it is likely in the long run, over a number of years, that it would be accurate enough in most cases to use this half-year average instead of the actual average.

Making these adjustments, then, the average number of cattle in the herd for the entire year is obtained by subtracting sales and deaths from the opening inventory, then adding back one-half the sales, deaths, and purchases, as below:

	Bulls	Cows	Year- lings	Steers 2's	Steers 3's	Total
Inventory 1/1 .....	200	3,000	2,000	600	300	6,100
Deduct—						
Sales (except calves) .....	100	500	500	100	200	1,400
Deaths .....		25	20	10	10	65
Sales and deaths .....	100	525	520	110	210	1,465
Remainder .....	100	2,475	1,480	490	90	4,635
Add—						
½ Sales and deaths .....	50	262	260	55	105	732
½ Purchases .....	25	100	50			175
Average number in herd for the year .....	175	2,837	1,790	545	195	5,542

#### Adjustment for Yearlings

But these cattle did not all eat the same amount of feed; for it is a matter of common knowledge that a yearling eats less than a mature animal, so that another adjustment in the number of head is needed to put all cattle on the same basis as to the consumption of feed. It is assumed here that a yearling eats half as much as a mature animal. That seems to be about right, but if some other proportion should be found more nearly correct it may be used instead. Using the ratio of one-half to one, the average number in the herd for the year, or 5,542, would be equivalent in mature cattle to the actual number of mature cattle plus half the yearlings:

	Number
Breeding Stock—	
Bulls .....	175
Cows .....	2,337
Total breeding stock .....	3,012
Steers, two years old .....	545
Steers, three years old and over .....	195
Yearlings, ½ of 1,790 .....	895
Equivalent number of mature cattle .....	4,647

Dividing the operating expenses of \$37,176.00 by 4,647 gives \$8 as the cost of running an animal two or more years old for one year. A yearling would be half that, or 4.

Now the operating expenses can be distributed as follows:

	Average Number in Herd	Cost per Head	Amount
Breeding stock .....	3,012	\$ 8.00	\$ 24,096.00
Steers, two years old .....	545	8.00	4,360.00
Steers, three years old and over .....	195	8.00	1,560.00
Yearlings .....	1,790	4.00	7,160.00
<b>Total .....</b>	<b>5,542</b>		<b>\$ 37,176.00</b>

It is true that the only items of feed shown on the statement of operating expenses are "feed" and "pasture," amounting to slightly less than a third of the total, but nevertheless most of the money spent was directly or indirectly concerned with the production of feed, a large part of the labor for instance, as very little labor is required to look after a few thousand head of cattle on the range or in fenced pasture. Then, too, there is another way of looking at the matter. The ranch would accommodate, with no additional expense, a good many more yearlings than it would older cattle. So it seems reasonable enough to distribute all the items of operating expenditure on the same basis as the feed. There is, however, nothing to prevent each item's being split on a different basis. In fact, it may sometimes be necessary to keep a certain kind of expense separate and charge it to one lot of cattle, such as the cost of finishing for sale, which should all be charged to the cattle sold or held for sale.

#### Cost of Cattle

With the carrying charge determined, it is now possible to calculate the cost of the cattle:

##### YEARLINGS (CALF CROP), DECEMBER 31

Cost to run breeding stock—	Number	Price	Amount
3,012 head @ \$8.00 .....	1,500	\$16.06	\$ 24,096.00

##### YEARLINGS THAT GREW INTO TWO-YEAR-OLDS, DECEMBER 31

	Number	Price	Amount
Inventory January 1 .....	2,000	\$15.00	\$ 30,000.00
Deduct sales .....	500		
Deaths .....	20	15.00	7,800.00
Remainder .....	1,480	\$15.00	\$ 22,200.00
Add purchases .....	100	19.74	1,974.00
Sub-total .....	1,580		\$ 24,174.00
Add cost to run—			
1 year .....	1,480	\$ 4.00	\$ 5,920.00
½ year (purchases) .....	100	2.00	200.00
Total cost .....	1,580	\$19.17	\$ 30,294.00

##### Classified at the end of the year as:

Bulls .....	100
Cows .....	780
Steers, two years old .....	700
<b>Total .....</b>	<b>1,580</b>

The cost of sales is:

	Number	Price	Amount
Breeding stock—			
Bulls, inventory value Jan. 1 .....	100	\$50.00	\$ 5,000.00
Cows, inventory value Jan. 1 .....	500	20.00	10,000.00
Cost of breeding stock sold .....	600		\$ 15,000.00
Yearlings—			
Inventory value Jan. 1 .....		\$15.00	
Cost to run ½ year @ \$4 .....		2.00	
Cost of yearlings sold .....	500	\$17.00	8,500.00
Steers, 2's, inventory value Jan. 1 .....		\$30.00	
Cost to run ½ year @ \$8 .....		4.00	
Cost of steers sold, 2's .....	100	\$34.00	3,400.00
Steers, 3's, inventory value Jan. 1 .....		\$40.00	
Cost to run ½ year @ \$8 .....		4.00	
Cost of steers sold, 3's .....	200	\$44.00	8,800.00
Calves, cost of production .....	100	\$16.06	1,606.00
Cost of all cattle sold .....			<b>\$ 37,306.00</b>



Add death loss (prices as above):

25 Cows @ \$20.00.....	\$ 500.00
10 Steers 3's @ 44.00.....	440.00
20 Yearlings @ 17.00.....	340.00
10 Steers, 2's @ 34.00.....	340.00
Total death loss.....	\$1,620.00
Cost of sales..... 1,500	\$ 38,926.00

The cost of cattle remaining on inventory is:

BULLS			
	Number	Price	Amount
Inventory January 1.....	200	\$50.00	\$ 10,000.00
Deduct sales .....	100	50.00	5,000.00
Remainder .....	100	\$50.00	\$ 5,000.00
Add purchases .....	50	60.00	3,000.00
Yearlings that became bulls..	100	19.17	1,917.00
Total bulls .....	250	\$39.67	\$ 9,917.00
COWS			
Inventory January 1.....	3,000	\$20.00	\$ 60,000.00
Deduct sales .....	500		
Deaths .....	25	525	20.00
Remainder .....	2,475	\$20.00	\$ 49,500.00
Add purchases .....	200	25.00	5,000.00
Yearlings that became cows	780	19.17	14,952.60
Total cows .....	3,455	\$20.10	\$ 69,452.60
YEARLINGS			
Calf crop 1934.....	1,500	\$16.06	\$ 24,096.00
Deduct sales .....	100	16.06	1,606.00
Total yearlings .....	1,400	\$16.06	\$ 22,490.00
STEERS TWO YEARS OLD			
Yearlings that became two's....	700	\$19.17	\$ 13,424.40
STEERS THREE YEARS OLD AND OVER			
Three-year-olds at January 1—			
Inventory January 1.....	300	\$40.00	\$ 12,000.00
Deduct sales .....	200		
Deaths .....	10	210	40.00
Remainder .....	90	\$40.00	\$ 3,600.00
Add cost to run 90 head 1 yr.			8.00
Sub-total .....	90	\$48.00	\$ 4,320.00
Two-year-olds that became three's—			
Inventory January 1.....	600	\$30.00	\$ 18,000.00
Deduct sales .....	100		
Deaths .....	10	110	30.00
Remainder .....	490	\$30.00	\$ 14,700.00
Add cost to run 490 head 1 yr.			8.00
Sub-total .....	490	\$38.00	\$ 18,620.00
Total steers, three years old and over .....	580	\$39.55	\$ 22,940.00
SUMMARY			
Breeding stock—			
Bulls .....	250	\$39.67	\$ 9,917.00
Cows .....	3,455	20.10	69,452.60
Total breeding stock.....	3,705		\$ 79,369.60
Yearlings .....	1,400	16.06	22,490.00
Steers, two years old.....	700	19.17	13,424.40
Steers, three yrs. old and over .....	580	39.55	22,940.00
Total inventory .....	6,385		\$138,224.00

These figures can easily be proved in total, thus:

Inventory January 1.....	\$130,000.00
Add purchases during the year.....	9,974.00
Operating expenses for the year.....	37,176.00
Total .....	\$177,150.00
Deduct cost of sales for the year.....	38,926.00
Inventory December 31.....	\$138,224.00

In these accounts all cattle purchased have been carried over and all cattle sold have been taken from among those on hand at the beginning of the year, except calves, of course, and this may not be in accordance with facts, as some of the cattle purchased may have been sold, but it is permissible in accounting to consider that in a mixed lot of any kind of stock the first in is the first out.

Calves sold and calves carried over as yearlings are priced at the same figure, \$16.06 per head. This may be wrong, but by the time a calf is old enough to market for veal, say two

or three months, it has taken up a full year of the cow's time, and if instead of being sold it were kept until inventory time the extra cost would not be much, hardly worth bothering about. Naturally there could be no objection to setting a different price on the yearlings if a simple way could be worked out to arrive at the additional cost.

A final statement shows the loss on sales.

		Per Head		Profit or Loss*		Total		Profit or Loss*	
	Number Sold	Sales	Cost			Sales	Cost		
Breeding stock—									
Bulls .....	100	\$45.00	\$50.00	\$5.00*	\$ 4,500	\$ 5,000	\$ 500*		
Cows .....	500	22.50	20.00	2.50	11,250	10,000	1,250		
Total .....	600				\$15,750	\$15,000	\$ 750		
Calves .....	100	17.00	16.06	.94	1,700	1,606	94		
Yearlings....	500	17.50	17.00	.50	8,750	8,500	250		
Steers, 2's....	100	35.00	34.00	1.00	3,500	3,400	100		
Steers, 3's....	200	37.50	44.00	6.50*	7,500	8,800	1,300*		
Total.....	1,500				\$37,200	\$37,306	\$ 106*		
Add death loss—									
25 Cows @ \$25.00....							\$ 500		
20 Yearlings @ 17.00....							340		
10 Steers, 2's @ 34.00....							340		
10 Steers, 3's @ 44.00....							440		
65 .....							\$1,620		
Loss on sales.....								\$1,726	

If it is too hard to keep cattle classified as they are in this illustration, all steers can be thrown into one class, with no attempt to keep track of their age after they get to be two years old. Even so, it is hard to classify cattle on the border line, and there must be some give and take.

On account of this difficulty of classifying the cattle with absolute correctness it will probably prove impossible under ordinary working conditions to determine the exact number of head transferred from one class to another, as shown in the statement entitled "Deaths," but this merely means that all deaths must be classified as yearlings, which will not change the results to any great extent. In the foregoing example, for instance, assume that all steers are in one class and that after adding purchases to the opening count and deducting sales the only further information to be had is the closing count. Simply transfer enough animals out of the class of yearlings at January 1 to bring the books into agreement with the final count, 680 to steers, 755 to cows, and 100 to bulls, 1,535 head altogether, leaving 65 yearlings still on the books, when there should be none. These 65 yearlings represent the death loss, and priced at \$17.00 a head amount to \$1,105.00, which is only \$515.00 less than the death loss given in the example—surely a matter of no great importance in any operation of this magnitude. Then, too, the error of throwing all deaths into the yearling class can be cut down to some extent if the deaths that are noticed during the year and can be classified at the time are set down and taken into account at the end of the year.

#### Depreciation

Depreciation is not written off the cost of breeding stock because in the cattle business that is contrary to general practice, to the "custom of the trade," and, after all, the customs of a trade are no more than the accumulated common sense and experience of all previous generations.

As a matter of fact, the breeding herd as a unit does not depreciate, because old and otherwise unfit animals are regularly culled out and replaced by young ones, and any owner who fails to follow this practice will not remain in the business long.

As far as individual animals are concerned, there is no question but that they do decline in value after reaching a certain age. Live-stock men, however, argue that the appreciation in value of the younger animals roughly offsets the depreciation on the older ones. Heifers put into the herd at two years of age appreciate in value as breeding stock for two or three years, remain in their prime until they are about seven years old, and then decrease in value until at ten they are usually not profitable to keep. (Turn to page 25)

## LIVE STOCK MEETINGS AND RESOLUTIONS

**I**N MEETING CALLED TO FIGHT the cattle rustling menace, Chaffee County (Colorado) Stock Growers' Association members recommended (1) that truckers carry bill of lading showing destination, time of loading, number and class of cattle, brands, and unbranded cattle; that rerouting be allowed only on permission of inspectors; that deliveries to ranches without inspector require inspection before loading; (2) that rewards for arrest and conviction of rustlers be offered; and (3) that sheriff have power to appoint committee to inspect suspicious vehicles.

\* \* \*

**California Beef Cattle Improvement Association** is a new organization formed at a meeting of California purebred beef breeders in Sacramento on September 7. Three departments were formed to represent Herefords, Shorthorns, and Aberdeen-Anguses. Headquarters will be at the office of the California Cattlemen's Association in San Francisco. Objectives are to (1) foster closer contact between breeders of purebreds and range or commercial cattle; (2) promote production of better beef cattle; (3) encourage more general use of systematic practices in selective breeding and culling; (4) co-operate with California College of Agriculture to study possibilities of developing practical means for measuring performance and value of beef-breeding animals; (5) assist membership in sale, purchase, or exchange of animals; (6) sponsor field days, tours, and educational meetings; (7) co-operate with other organizations; and (8) co-operate in exhibitions at shows.

\* \* \*

The annual "National" calf plan of the Yavapai Cattle Growers' Association was held at the Hays Ranch, Peoples Valley, Arizona, on October 9. The sale brought \$1,057, "so the American National is again assured of the \$1,000 check it has received regularly for the past five years," says Mrs. Keith in the Arizona Cattle Growers' Association "Weekly Market Report."

\* \* \*

The annual meeting of Lassen County members of the California Cattlemen's Association was held in Susanville on September 17, presided over by H. E. Witte, of Standish, with Tro Emerson, of Susanville, as secretary. Speakers included President Hugh Baber of the California Cattlemen's Association and Roy Carmichael, of Portola.

\* \* \*

**Modoc County (California) Cattlemen's Association** held its regular fall meeting at Alturas on September 18. President Pete Weber, of Alturas, presided. Speakers included Press Dorris, of Alturas, former president of the California Cattlemen's Association; Fred

Huffman, of Alturas; Hugh Baber, of Chico, and John Curry, of San Francisco, president and secretary, respectively, of the state association. Pete Weber was re-elected president, and L. J. Fee, secretary.

\* \* \*

**Sam R. McKelvie**, former governor of Nebraska and publisher of *The Nebraska Farmer*, was recently elected president of the American Hereford Cattle Breeders' Association. He succeeds Walter Bones, of Minneapolis. R. J. Kinzer, of Kansas City, was re-elected secretary.

\* \* \*

Resolutions passed at the National Co-operative Milk Producers' Federation convention at Baltimore urged defeat of the wage-hour bill and opposed the Trade Agreements Act and reorganization scheme. As a long-time program, the milkmen favored development of co-operatives; sound monetary system; marketing agreements and orders on program of community initiative and responsibility; maintenance of farm credit system as separate agency to finance by co-operative means needs of agriculture; prohibition against bringing further land into cultivation; and establishment of federal surplus holding pool to buy basic agricultural commodities at a fixed price level and authorized to dispose of surplus.

## FEDERAL CROP FORECAST SHOWS HIGH YIELDS

**C**ROP PROSPECTS DURING SEPTEMBER improved about 2.7 per cent, but with the exception of cotton most changes were small, according to the Crop Reporting Board. Production is only 6 per cent less than the all-time peak of 1920, and higher yields per acre than in any recent year is indicated. Cotton is expected to yield 47 per cent more than average and nearly 12 per cent more than ever before. Prospective yields of all other crops are 103.7 per cent of average.

Federal crop experts report prospects for principal crops (000 omitted):

	1937	1936
Corn (bu.).....	2,561,936	1,529,327
Wheat (bu.).....	886,895	626,461
Winter (bu.).....	688,145	519,013
Spring (bu.).....	198,750	107,448
Oats (bu.).....	1,152,433	789,100
Barley (bu.).....	232,878	147,452
Rye (bu.).....	51,869	25,554
Buckwheat (bu.)....	7,109	6,218
Flaxseed (bu.).....	7,643	5,908
Rice (bu.).....	52,073	46,833
Grain.....		
Sorghums (bu.)...	97,299	55,701
Hay, tame (ton)....	74,576	63,309
Hay, wild (ton)....	9,943	6,915
Potatoes (bu.).....	398,785	329,997
Sugar Beets (ton)...	9,038	9,028
Cotton (bls. Nov. 1)	18,243	12,399

Private forecasters on November 3 estimated the 1937 corn crop at 2,636,000,000 bushels—largest since 1932.

## John Etchepare

**JOHN ETCHEPARE**, SIXTY-FOUR, prominent stockman of Glasgow, Montana, and a resident of Montana for more than forty-five years, passed away on September 25. He had been in poor health since last winter and confined to a hospital six weeks before his death. Mr. Etchepare was president of the Northern Montana Stockmen's Association and a member of the American National Live Stock Association.

## Sam Selman

**SAM SELMAN**, LONG-TIME RESIDENT of Glendive, Montana, passed away recently in his sixty-sixth year. He was born in Leon County, Texas. He spent many years in the cattle business in Montana and North Dakota, and had lived in Glendive since 1913. He had been a member and staunch supporter of the American National Live Stock Association for a number of years. Mr. Selman is survived by a widow, three daughters, and a son.

## Oliver Loving

**OLIVER LOVING**, OF JERMYN, Texas, prominently identified with the cattle business in the Southwest, died from a heart attack on October 17. Mr. Loving and his two sons, the late J. W. Loving and Oliver Loving, Jr., were operators of the Oliver Loving Banking Company at Jermyn and specialized in Shorthorn cattle. Mr. Loving's grandfather, Oliver Loving, was one of the early trail drivers, the Goodnight-Loving Trail having been named from the partnership of Charles Goodnight and Oliver Loving. He is survived by two daughters.

## THE CALENDAR

- Nov. 18-19—Convention of California Wool Growers' Ass'n, San Francisco, Cal.
- Nov. 27-Dec. 4—International Live Stock Exposition, Chicago, Ill.
- Dec. 10-11—Convention of California Cattlemen's Association, San Francisco, Cal.
- Dec. 13-18—Great Western Live Stock Show, Los Angeles, Cal.
- Jan. 13-15—Forty-first Annual Convention of American National Live Stock Association, Cheyenne, Wyo.
- Jan. 15-22—National Western Stock Show, Denver, Colo.
- Feb. 26-Mar. 6—Houston Fat Stock Show, Houston, Tex.
- Mar. 8-10—Convention of Texas and Southwestern Cattle Raisers' Ass'n, San Antonio, Tex.
- Mar. 11-20—Southwestern Exposition and Fat Stock Show, Ft. Worth, Tex.



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Vol. XIX November, 1937 No. 6

## CALL FOR CONVENTION

To Members of the American National Live Stock Association, Affiliated Organizations, and Stockmen Generally:

CALL IS HEREBY ISSUED FOR the Forty-first Annual Convention of the American National Live Stock Association, to be held in Cheyenne, Wyoming, January 13-15, 1938.

\* \* \*

The usual midsummer Executive Committee meeting was not held this year because Congress had just adjourned and at that time a special session seemed unlikely and there were no matters pressing for immediate attention. Now that a special session is just about to convene—which may do little more than prepare for early action this winter—there are a host of important problems which directly or indirectly will gravely concern the live-stock industry and which will make the forty-first convention of the association at Cheyenne one of the most important in its history. There seems to be a growing conviction that the Department of State will press for action on the Argentine sanitary convention during the regular session this winter. We remain convinced that the Senate will not ratify this agreement, but the situation should again be carefully canvassed and no step neglected to help insure defeat of this treaty, which is such a distinct menace to the entire live-stock industry of this country.

Next in importance would seem to be the proposed railroad rate increases. It has been rumored for several weeks that as soon as the Interstate Commerce Commission had decided *Ex Parte* 115 (emergency freight rate increase on certain commodities originally levied dur-

ing the depression) the railroads would move for a further and substantial general increase. This rumor has already been verified, because hardly had the decision been made when railroad executives met at Chicago to take the first steps looking toward filing of formal application with the commission. The live-stock industry in western territory is already being discriminated against for the reason that it does not have much truck competition. Its rates remain much as established on January 25, 1932, whereas all commodities which enjoy truck competition have had substantial declines.

Congressional committees are already at work on new farm legislation. This can no longer be considered emergency legislation. Whatever law is enacted at the special session or the regular one following will likely be more permanent in character than any of the recent legislation. Therefore, it is particularly important that there should be no move made to benefit producers of other commodities at the expense of the live-stock industry. The farm program during recent years has favored the Corn Belt at the expense of western range areas, beef-producing areas in the East and South, and of the dairy producing areas scattered throughout the country. Processing taxes emerge as a new threat because of the President's turn toward a balanced budget and his insistence that whatever farm legislation is enacted shall carry with it the means for financing it.

Aside from the question of processing taxes, our main concern is that too drastic control of the corn crop should not be incorporated in the bill. In recent years there has been a reduction in live-stock numbers in the West and in the country as a whole but, due to the sharp curtailment of the corn crop, an increase in the Corn Belt. If the compulsory legislation demanded by some farm groups were enacted, this trend might continue to an extent that would be damaging to the entire western country. Some reassurance is given in the preliminary stages of the committee work that only in limited instances will compulsory legislation be enacted.

There are other legislative matters of lesser importance, such as the amendments to the Packers and Stock Yards Act; the McGill bill, S. 2129, transferring jurisdiction over loading and unloading facilities from the Interstate Commerce Commission to the Packers and Stock Yards Administration; the Pettengill bill, already passed by the House; the reorganization bill; the wages-and-hours bill, etc. The association should make its position clear on these matters.

Consideration again should be given to the subject of beef grading and a definite stand taken or the project of legislation abandoned for the time being. A voluntary movement in New York recently urging a beef-grading ordinance

as one result of the recent meat strike is of interest in this connection.

The abandonment of the former plan of a national meeting each winter of the Taylor advisory boards in favor of separate state meetings for each state places the national association in a stronger position relative to Taylor act matters. It is quite important that stockmen from the various states should annually consider matters of national importance relating to the Taylor act, and the convention will provide the means for such consideration.

During the past year, the Forest Service has presented its so-called 12-point program to practically all live-stock organizations in the western country. The Forest Service has indicated that before a definite policy is adopted it will have a final conference with the joint committee of the two national associations, so that the convention should take definite action as to our position in this regard.

The extension of the powers granted the President under the Reciprocal Trade Act for another three-year period from last June indicates that we must keep on guard against further tariff cuts on agricultural products. There is growing resentment throughout the country that much of the trade benefits gained so far through the trade agreements enacted have been at the expense of American agriculture and a determination that no further cuts of this kind should be made. Congressman Coffee, in his splendid address broadcast October 30 on the National Farm and Home Hour, was emphatic on this point. The evasion of our tariff laws by foreign whalers bringing in huge cargoes of whale oil through the device of registering a "mother" or factory ship under American registry, having the foreign whalers deliver the whales to this ship in mid-ocean for rendering, and thus gaining free entry is another serious problem for all producers of domestic fats and oils. A combined effort of all agricultural groups will be made to stop this loophole in our tariff in the coming session of Congress.

We urge a large attendance of representative stockmen from every section of the West. Already many reservations have been made. It is your duty to be there and to take your part in deciding the policy of the association for the coming year on these many important matters.

F. E. MOLLIN,  
Secretary

Denver, Colorado,  
November 10, 1937

## NOTICE

Because of a change in management of Cheyenne's Plains Hotel, those who have reserved rooms there for the coming American National convention should again ask the hotel to reserve rooms for them.

## THE MEAT CAMPAIGN

WITH A FEW LOADS OF THE unlucky \$19.90 cattle as ammunition, metropolitan newspapers last month waged an all too successful campaign against meat. Prices all down the line crashed; consumers everywhere became high-meat-price minded.

Headlining the high-priced top cattle, the papers said nothing about a \$7.50 average; overemphasizing the price of choice cuts, they forgot to say how much of the carcass these cuts represented; to make meat prices look sky-high; they compared them with money-losing 1932 prices. In short, their strategy was to tell one side of the story but not the other.

Meat is up, there is no denying that; but so is everything else. And it is a fact that the rise in meat prices has been no more than the rise in national income. The trouble is that live-stock and meat trade is peculiarly unfortunate in this respect. As Poole says:

"Shoes may be marked up, clothing hiked, and autos advanced, without a whimper emanating from newspaper editors. But give cattle feeders and breeders an inning and meat immediately gets both barrels."

Prices would likely have come down, anyway, it is true. In fact, they started downward in mid-September, as they usually do in the late fall, but their descent would have been gradual instead of crashing and causing many a stockman a loss that gave little or no benefit to consumers. Stockmen will not thank the offending newspapers for the furore they created.

## NO MORE DUMPING

ANNOUNCEMENT THAT COMMITTEES have been named to perfect a plan to prevent dumping of Canadian cattle in our market is good news.

The committee on this side of the border is composed of Harper Sibley, chairman, former president of the United States Chamber of Commerce and a member of the American National Live Stock Association; Albert K. Mitchell, of New Mexico, president of the American National; and C. J. Abbott, of Nebraska, member of the Legislative Committee of the American National. The Canadian committee will also be composed of three cattlemen. The two groups will meet before the year is out, and a plan should be forthcoming before next year's importations under the 2-cent duty start.

Ever since the spring of 1936, when a bad break occurred in cattle prices coincident with heavy runs from Canada, cattlemen have been asking for some form of import regulation to prevent gluts that hurt all markets out of all proportion to numbers involved. Canadian cattlemen, too, have requested such regulation. Their interests also, they realize, will be served by "spreading the receipts."

# GOVERNMENT

## WASHINGTON NOTES

**CROP CONTROL LEGISLATION**, revenue for which may come through re-enactment of processing taxes, is slated as the first order of business for the returning Congress, expected to run its session into 1938. That measure and four others, said President Roosevelt, should be passed without delay. The four others: Wage-hour legislation to increase income of low-paid employees; regional planning to conserve natural resources, prevent floods, and produce electric power for general use; strengthening of anti-trust laws to end monopoly; and government reorganization to make the "democratic process work more effectively."

**Government corn loans** ranging from 44 to 50 cents, out of a \$85,000,000 borrowing from the Reconstruction Finance Corporation, have been made available to Corn Belt farmers for "stabilizing prices." Only farmers who participated in, and whose farms qualified for payments under, the 1937 agricultural conservation program are eligible. Loans will bear 4 per cent interest and fall due ten months from the dates made.

**Beginning November 8** farmers are given opportunity of participating in a series of local meetings sponsored by the AAA for election of county agricultural conservation committeemen and discussion of current farm problems and objectives of the 1938 conservation program.

**Earl B. Krantz**, formerly in charge of the United States Morgan Horse Farm at Middlebury, Vermont, has been transferred to Washington, D. C., to head horse and mule studies conducted by the Bureau of Animal Industry. Investigations consist principally of experimental work in improvement of horses. Current work includes cross-breeding studies with the Nonius horses imported from Hungary three years ago and fundamental studies pertaining to physiology of reproduction.

**In approving the 1938 conservation program**, Secretary of Agriculture Wallace cut 2,000,000 acres off the 31,000,000-acre cotton crop goal because of this year's 17,500,000 bale estimate. Benefit payments were increased from 2 to 2.4 cents a pound on normal yield of each acre.

**Farm Security Administration**, recently created to take care of tenancy and rural relief programs under the Bankhead-Jones Act, announces that

\$9,500,000 in federal farm tenancy loans will be made during the current fiscal year to 3,000 farmers.

**A 1938 potato control program** setting the national goal at between 3,100,000 and 3,300,000 acres has been approved. The plan, approved in a nation-wide referendum, calls for payments to co-operating farmers, on the normal-yield-per-acre basis, of 6 cents a bushel for early potatoes and 4 cents for late.

**Recent government surplus-removal programs** include: (1) an egg-buying program, similar to the \$2,000,000 project last spring, to avoid price collapse under abnormal surpluses; (2) removal of 25,000,000 bushels of surplus potatoes from regular commercial channels; (3) purchase of dry green peas and dry edible beans in commercial producing areas to bolster prices; (4) and buying of cottonseed oil to strengthen low cottonseed prices by diverting the oil from normal commercial channels.

**Contemplated negotiation of trade agreements** between United States and Venezuela and Turkey have been announced by the Secretary of State.

**Because participation in the 1937 soil conservation program** was somewhat smaller than expected, maximum rates equaling 110 per cent of contract provisions will be paid farmers who participated in the 1937 soil conservation program. Expectations were that 85 per cent of farmers would come in; only about 75 per cent were signers.

## GOVERNMENT TAKES PEEK INTO FUTURE

**SUPPLIES OF BOTH FORAGE** crops and feed grains will be more than sufficient in most important feeding areas of the Middle West to furnish ample rations for live stock now on farms, says the Bureau of Agricultural Economics in its outlook for 1938. Corn supplies are larger than in recent years—near the 1928-32 average—live-stock numbers, below average.

Heavier feeding on farms and increased production of hogs, fat cattle, and dairy and poultry products is expected. Even so, says the bureau, carry-over of feed grains, especially corn, at the end of the 1937-38 marketing year may be well above average. Feed grain prices should average considerably below levels of one and three years ago but slightly higher than two years ago. Corn prices may be about the same as two years ago, oats slightly higher, and

AMERICAN CATTLE PRODUCER



barley materially higher. Live-stock feed price ratios are expected to be favorable for another two or three years.

#### Demand Less Favorable

Demand for farm products in 1938 probably will not be so favorable as in 1937, declares the bureau. Indications are that the fall upswing of the business cycle has been temporarily halted and chances appear to be against a sufficiently early and vigorous rise in 1938 to bring average of industrial activity and consumer incomes up to that of 1937. Foreign demand is expected to show little, if any, improvement. A larger volume of agricultural exports from this country in 1938 at prices lower than in 1937 is expected. Prices and buying power per unit of farm products may be lower in 1938; cash farm income, somewhat less.

#### Costs to Rise

A slight rise in farm cost of producing crops and live stock in 1938 is expected—in wage rates, farm machinery, automobiles, building material, equipment, supplies, and, to a lesser extent, fertilizer. Prices of feed and seed, however, will be substantially lower. Farmers' short-term borrowings may increase, due to "rising farm production costs and need for replacements and additions to equipment." Interest rates should be little different from those of the current year.

#### Cows and Horses

Conditions in the dairy industry are likely to average better in the next three or four years than during the past four or five. Rising prices of milk cows in 1938 and 1939 are expected, and "during the next two years, at least, relation of feed prices and other costs of production to prices of dairy products seems likely to be rather favorable to the dairyman."

The long-continued downward trend in the number of horses and mules is seen as probably continuing until 1940 or 1942, when it is expected that number of colts raised will equal disappearance of older animals. Low point in number of animals of working age will occur two or three years later. Prices of horses and mules should continue on a fairly high level "with possibly some tendency to decline."

#### OPPOSE PROCESSING TAX AND COMPULSORY CONTROL

THE LOUISIANA CATTLEMEN'S Association, represented by its president, Arthur L. Gayle, recorded opposition to a processing tax and live-stock control program before the Senate farm bill committee hearing at New Orleans. Mr. Gayle declared that his association had consistently opposed processing taxes on live stock; that levy of the tax

would undo encouragement and help that the cattle industry in Louisiana recently got through removal of live stock from its assessment rolls. Mr. Gayle also filed statements for A. R. McBurney, of Welsh, Louisiana; G. W. Patterson, of Tallulah; L. A. Borne, of Bowie; and J. D. Cooper, of Flora, vice-presidents of the Louisiana Cattlemen's Association; and P. T. Sartwelle, of Lake Charles, secretary of the Calcasieu Parish Cattlemen's Association. These men also opposed a processing tax on live stock or live-stock products and the control program.

\* \* \*

Appearing before the Senate subcommittee on agriculture in its Idaho inquiry into farm legislation sentiment, F. E. Mollin, secretary of the American National Live Stock Association, strongly opposed any processing tax or excise tax on cattle or cattle products. He urged the committee to give special consideration to the problem of effect of strict control of corn on the western live-stock industry, submitting graphs of the close relationship between corn and live stock and presenting tables showing that the twelve Corn Belt states where the big reduction in corn production took place had reversed sheep production trend during 1933-37. He said:

"There is a middle line that must be followed for the protection of corn producers as well as stockmen. It would be against the interests of both to have too large a production, too cheap corn, and too much meat; but it can also work the other way, and if corn is too high and feeding limited we do not fare so well, even though the price of the finished product is relatively high.

"If you reduce corn acreage and increase grass production in the Corn Belt, you reduce demand for western feeder

cattle and lambs and at the same time, by increasing production of cattle and lambs in the Corn Belt, you increase competition for the western grower to meet."

Referring to a section in the proposed legislation requiring growers to store up to 20 per cent of harvestings, Mr. Mollin said that if such were the law today, with a 2,500,000,000 bushel corn crop, and the secretary pushed prices to parity, disaster to feeder cattle and lamb prices would follow.

Mr. Mollin suggested that the provisions for a normal supply of field corn—namely, normal yearly domestic consumption and export plus 5 per cent—is too low to be safe for a normal carry-over. Ten per cent would be safer, in view of possible droughts, he said.

\* \* \*

Scattered reports of the hearings held throughout the country by the Senate Agricultural Committee indicate that: (1) at Sioux City, Iowa, where thousands attended, the ever-normal granary, soil conservation, and production control—voluntary, according to most—were favored, with a sizeable group opposing the control; (2) at Topeka, Kansas, stockmen opposed compulsory live-stock control and processing or compensating taxes; (3) in the West, the majority wanted to see an ever-normal granary, stabilized prices, exclusive control of the domestic market, and an export outlet for their products, and were interested in conservation and in taking non-agricultural lands out of cultivation, with strong opposition to compulsory measures; (4) at Oklahoma City, where a thousand farmers attended, the majority wanted some kind of crop control, but voluntary, not compulsory.

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## or Hold Until 1938?

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\*Mr. Conway's predictions on live-stock markets and prices have been more than 90 per cent correct over a period of years.

## NATIONAL LIVE STOCK PRODUCER

160 North La Salle Street

Chicago

# TRAFFIC

## SHIPPING INSTRUCTIONS FOR STOCK SHIPMENTS

BY CHAS. E. BLAINE

**C**AR ORDERS MUST BE PLACED in writing in triplicate, retaining two copies, sufficient time, preferably three days, in advance of date wanted to enable carriers to arrange for prompt movement to destination.

As charges on interstate shipments are based upon the destination weight of the live stock transported, subject to minimum weights named in Appendix A, first, determine approximate weight of the live stock to be shipped; second, divide such weight by the minimum weight for cars 36 feet 7 inches named in Appendix A plus 10 per cent for the class of live stock to be moved, and the result will give you the number of cars of that length to be ordered.

On the car order show single-deck or double-deck, whichever class is desired, and the size—36 feet 7 inches. Be careful to show date and where wanted. Show feeder or fat cattle, calves, sheep, goats, or hogs, as the case may be. It is unnecessary to show the weight, but the destination should be shown. Leave routing blank on both the car order and the live-stock contract.

Separate car orders must be placed for cars to move fat and feeder live stock.

In case car orders are placed by telephone, immediately confirm them in writing as above instructed.

Irrespective of the length of single-deck cars ordered, the carriers reserve the right to furnish cars of other lengths to aggregate the total length of the cars ordered. For example, if you order ten 36-foot cars the carriers reserve the right to furnish nine 40-foot cars.

When shipper orders double-deck cars and the carriers are unable to furnish them, they reserve the right to furnish single-deck cars in lieu of those ordered for calves, hogs, sheep, and goats as outlined in Appendix B.

### Bedding, Inspection, Loading

Do not load cars which are not suitably and adequately bedded. Cinders must not be used for bedding cars to be loaded with sheep, lambs, or goats. Cars for such loading should be bedded with sand.

Cars should be carefully inspected before loading to see that the floors are sound, doors properly held in place by guides or braces, bull boards in place, and that they are otherwise in good condition and that bedding is suitable and adequate. Unless cars are in first-class condition, properly equipped and bedded, do not load them.

Before loading instruct the agent or other representative of the originating carrier that you want him to count the live stock into the cars as it is loaded, and to issue live-stock contract for the exact number of head loaded. Inform him that you will not sign live-stock contract bearing notation "shippers load and count," or "more or less," or words of like purport.

Ascertain from carrier's agent or other representative the time train will be available to move the live stock and arrange so that the loading will be completed by or shortly before that time.

Cars must not be overloaded. Stock loaded in each car should approximate 110 per cent of the minimum weight for the length of the car loaded, shown on Appendix A.

Fat live stock or live stock to be slaughtered in less than thirty days after arrival at destination must not be loaded in cars with feeder live stock.

Bulls when loaded in cars with other live stock must be securely tied.

Sick or crippled animals must not be loaded. After car is loaded see that the bull board is placed in proper position before closing the door.

Care should be exercised in loading to see that the animals are not injured by being clubbed, prodded, or crowded in the loading chutes of the pens or doors of the cars.

### Caretakers

Only men twenty-one years of age or older, experienced in handling and shipping of live stock, should be employed as caretakers. It is better that shipments move without a caretaker than to employ an inexperienced, incapable man who will not give the live stock proper care during transportation. When caretakers are employed to accompany shipments of live stock they must be instructed to and must keep an accurate record of time loaded, departure of train, and all subsequent events until shipment arrives at destination. Then they should surrender such report or statement to the party receiving the live stock at destination. To insure this, caretakers should not be paid in full in advance but arrangements should be made so that they will receive the balance due them, providing they have taken proper care of the live stock and kept the report or statement previously referred to, upon surrender of the report to the consignee.

### Weighing and Weights

The destination weights of live stock where lower than the weights taken at points of origin or en route are used as basis for assessing freight charges on interstate shipments. Consequently, where weights have been obtained at point of origin and given to the carriers on shipments moving to points other than at which hoof scales are in operation, shippers should in such instances endorse live-stock contracts as follows:

"Reweigh live stock at destination or as near thereto as possible"

### Live Stock Contracts

The importance of these documents cannot be overemphasized. They are the contract of carriage.

Contracts should be executed in sufficient numbers to enable you to secure an extra copy thereof.

Separate contracts should be rendered for fat live stock and feeder live stock. The latter is live stock which is not to be slaughtered within less than thirty days from date of arrival at destination.

Each blank space on the contracts should be filled in. The exact number of head and the class of live stock—i.e., fat or feeder cattle, calves, sheep, goats, or hogs—should be inserted. The words "shippers load and count," or "more or less," or words of like purport should not be shown on the contracts covering shipments which the agent or other rep-

## On top!

For the fifth straight year WHR Prince Domino Herefords have established a new high in Hereford values. This year in the WHR annual sale, Friday, Oct. 29

22 Bulls brought \$23,555, an average of \$1,071  
29 Heifers brought \$15,850, an average of \$546

51 Head brought \$39,405, an average of \$772

Best evidence you can find of high quality  
You can buy bulls just as reasonable at  
WHR as anywhere, quality considered

WYOMING HEREFORD RANCH

Cheyenne



representative of the originating carrier has counted into the cars.

The following information should be noted on the face of the contracts: (a) length of cars ordered and furnished, (b) date and hour loading commenced and completed, and (c) the notation appearing under "Weighing and Weights" in the instances referred to therein.

Do not show routing on the contracts.

#### Appendix A—Minimum Weights

Minimum weights shown in the following table apply on cars of lengths specified:

On	Inside 35'7" to 36'7"	Length of Car 40'7" and over 39'7"
Calves in s. d. cars.....	16,000	17,700
Calves, in d. d. cars.....	23,000	25,500
Cattle, except as otherwise provided.....	22,000	24,400
Cattle, from ** stations.....	24,000	26,600
Cattle, feeder or stocker†.....	20,000	22,100
Cattle, feeder or stocker††.....	22,000	24,400
Goats, in s. d. cars.....	12,000	13,300
Goats, in d. d. cars.....	20,000	22,100
Hogs, except as otherwise provided—		
In s. d. cars.....	16,500	18,300
In d. d. cars.....	24,000	26,600
Hogs, feeder or stocker*—		
In s. d. cars.....	15,000	16,600
In d. d. cars.....	22,000	24,400
Sheep, except as otherwise provided—		
In s. d. cars.....	12,000	13,300
In d. d. cars.....	20,000	22,100
Sheep, feeder or stocker in d. d. cars‡.....	18,000	19,900

\*Only on rates specifically applicable on feeder and stocker hogs.

\*\*Only on rates from stations in Arizona, British Columbia, California, Idaho, Montana, Nevada, New Mexico and on west of the line of the Santa Fe from El Paso, Texas, through Belen and Albuquerque to Raton, El Paso, Texas, only, Oregon, Utah, and Washington; also from stations in North Dakota west of Bismarck, Lansford, Max, and Minot, and stations in South Dakota west of the Missouri River, except as otherwise provided on feeder or stocker cattle.

†Only on rates specifically applicable on feeder or stocker cattle from stations in Arizona, Arkansas, Louisiana, New Mexico, Oklahoma, Texas; from stations in Missouri south of the line of the St. L.-S. F., St. Louis to Pacific, thence Mo. Pac. to Labadie, thence via C. R. I. & P. to Kansas City.

††On rates specifically applicable on feeder and stocker cattle from stations not covered by †.

‡Minimum weight applies only on rates specifically applicable on feeder or stocker sheep from stations in Arkansas, Louisiana, Oklahoma, and Texas; also from stations in Missouri south of the line of the St. L.-S. F., St. Louis to Pacific, thence Mo. Pac. to Labadie, thence via C. R. I. & P. to Kansas City, and certain stations in New Mexico.

When cars of lengths not specified above are used, the minimum weight will be determined as provided below, it being understood that cars of these lengths are not in general use on the lines of the participating carriers, and carriers will not accept orders for such cars.

(a) On cars less than 35 feet 7 inches

in length (inside measurement) deduct from the minimum weight provided for cars 36 feet 7 inches the amount shown in the following table for each foot or fraction thereof under 35 feet 7 inches.

(b) On cars over 36 feet 7 inches in length (inside measurement) add to the minimum weight provided for cars of 36 feet 7 inches the amount shown in the following table for each foot or fraction thereof over 36 feet 7 inches.

Where Minimum Weight for Cars 36' 7" Is	Add or Deduct	Where Minimum Weight for Cars 36' 7" Is	Add or Deduct
12,000	325	20,000	525
15,000	400	22,000	600
16,000	425	23,000	625
16,500	450	24,000	650
18,000	475		

#### Appendix B—Substituting Single Decks

When carriers are unable to furnish double-deck cars ordered by shippers for shipments to one consignee and the stock offered for shipment could be accommodated in double-deck cars of the size and number ordered, single-deck cars will be furnished in the following proportions and charged at the rate and actual weight, but not less than the minimum weight applicable on the double-deck cars ordered:

When Shipper Orders Double-decks	Calves	Carrier Will Furnish Single-decks Hogs Sheep, Goats
1 double-deck.....	2	2 2
2 double-decks.....	3	3 4
3 double-decks.....	5	5 6
4 double-decks.....	6	6 8
5 double-decks.....	8	8 10
6 double-decks.....	9	9 12
7 double-decks.....	11	11 14
8 double-decks.....	12	12 16
9 double-decks.....	13	14 18
10 double-decks.....	15	15 20
Over 10 or multiples thereof.....		as above

Except on shipments from public live-stock markets, the shipper will be required to give three days' notice (exclusive of day of notice) of desire to make shipment in double-deck cars in order to obtain benefit of the rules shown in this item.

Shipments loaded in single-deck cars under provisions of this item may be transferred en route at carriers' option to double-deck cars, in which case appropriate indorsement shall be made on the live-stock contracts and waybills.

Appropriate indorsement should be made on live-stock contract and waybills where single-deck cars are furnished in lieu of double-deck cars ordered under provisions of this item.

In application of these rules carriers shall not be required to furnish single-deck cars of greater length than specified for double-deck cars ordered by shipper.

Carriers will not accept orders for cars of lengths not in general use on the lines of the participating carriers, and in application of this rule it shall be understood that there are no cars in general use of the following inside measurements:

Cars under 35 feet 9 inches.

Cars over 36 feet 7 inches to and including 39 feet 7 inches.

Cars over 40 feet 7 inches.

#### STOCKER AND FEEDER RATE HEARING HELD AT DENVER

**L**IMITATIONS PLACED ON THE 85 per cent stocker and feeder rate were involved in a hearing at Denver, Colorado, before Interstate Commerce Examiner Weaver, of Washington. The live-stock industry was represented by Traffic Counsel Charles E. Blaine of the American National Live Stock Association, from Phoenix, Arizona; Charles A. Stewart, of Ft. Worth, traffic counsel for Texas live-stock interests; and Lee J. Quasey, traffic man for the National Live Stock Marketing Association, of Chicago.

Witnesses appearing on the live-stock side of the case were President Albert K. Mitchell of the American National Live Stock Association, Albert, New Mexico; E. S. Mayer, of Texas; James Hooper and I. H. Jacobs, of Utah; Russell Thorp, secretary of the Wyoming Stock Growers' Association; John Mackenzie, of the Matador Land and Cattle Company, Denver; Dr. B. F. Davis, secretary of the Colorado Stock Growers' and Feeders' Association; and Secretary F. E. Mollin of the American National Live Stock Association. Assistance was given by the railway commissions of the states of Arizona, Wyoming, Kansas, Idaho, and Utah.

#### FREIGHT RATES INCREASE

Following upon the \$47,500,000 freight rate advance on so-called basic commodities recently granted by the ICC to Class I railroads is a petition for a 15 per cent horizontal rate increase filed on November 5 by the Association of American Railroads. The plea, setting forth mounting costs of material, supplies, and labor, is for some \$400,000,000 additional freight revenue annually.

Increase in first-class, thirty-day round trip passenger fares from 2 to 2½ cents a mile in territories between the Mississippi River and the Rocky Mountains and in some instances west of the mountains was recently approved.

**HALEY-SMITH COMPANY, STERLING, COLORADO**  
**Breeders of Registered Herefords**  
**BULLS FOR SALE AT ALL TIMES**

# MARKETS

## MARKET CRACKUP

(Continued from page 4)

paper editors, doctors, domestic science experts, dietary cranks in general, vegetarians, and others too numerous to mention are severally and unitedly assailing meat, creating more trouble for producers than Brother Pollock can possibly remedy should he outlive Methuselah and get possession of a big wad in the form of a federal appropriation. It all sounds screwy.

This is written on Monday, October 25, when every branch of a demoralized livestock market attests muckraking efficiency. With 2,200 cattle on the Chicago market, prices are off 50 cents following a previous break of \$1 to \$1.50 per cwt.; hogs, 25 to 40 cents following a \$2.50 break; and sheep and lambs, 25 to 50 cents after a \$1.50 decline. All this enormous depreciation, aggregating millions of dollars, is at the expense of midwestern farmers and feeders, also western cattle and sheep raisers. Doubtless a gradual decline would have set in coincident with diminishing feed cost, but the forces of destruction, mainly metropolitan news jugglers, aided and abetted by their western satellites, are responsible for the debacle, as without vicious and mendacious publicity consumers would not have been stirred to resentment. What is needed is editorial intelligence. If packers would withhold advertising paps until the refractory element tames down, some good might be accomplished. Packers do not pour money into publication coffers solely for the purpose of advertising their wares, but to induce publishers to "lay off" in such emergencies as these.

### Panaceas

Creating conditions where processed meats clog in distributive channels, livestock lies around the markets several days before it elicits bids, and feeders are forced to defer loading two or three

weeks until selling conditions improve develops handicaps to which no other industry is subjected. Of course, the "nuts" are voluble, as they are ever on the scent for leads. One would license, and even thumbprint retailers, putting a sleuth on every city block and hauling offenders before bureaucratic tribunals whence in due time "cease and desist" orders would emanate. Another would grade all product from canner to choice, which, if practicable, would develop bootlegging on a gigantic scale. Possibly some cheating has been done in the sphere of meat grading, but what of it? Others would grade live stock at the markets before offered for sale, creating chaos. In any event, killers would do their own grading in the final evaluation process. Any of these innovations would create imposing pay rolls the industry would not pay, and if taken from the public cash box would be in the same category of waste as so much WPA expenditure.

Where are the markets going from here? September prices were obviously ephemeral; devaluation imperative. Nothing but acute scarcity made \$14 to \$19 cattle and \$12 to \$12.75 hogs possible. New crops of both steers and hogs are knocking at gates, cost of production has been cut in two with the advent of new corn, and feeders will not bawl at reasonable depreciation. The sheepman never had an inning, as his property was too abundant to get into the specialty category. In fact, he got the short end of the money all through the closing season. That cattle prices were unduly high is a statement not open to successful contradiction; slightly lower prices, say \$2 per cwt., would have stimulated consumption which muckers have been endeavoring to kill off. A paralyzed hide market must be taken into the reckoning in the case of cattle; lack of export and domestic demand for lard in that of hogs. Wool is an important factor in determining sheep and lamb prices, and that commodity is on the invalid list at present. At a somewhat lower price basis, livestock trade should acquire health, and it will, if the meat-scare yaps can be muzzled. This is not a case where there "ought to be a law." It is a situation that calls for sanity in the sphere of publicity.

### Settling Down

Just where the cattle market will settle down is anybody's guess. After the Chicago International, bullocks that have been realizing anywhere from \$17 to \$19.90 will disappear entirely; meanwhile they will be as scarce as intelligent legislators. Already killers are running into a crop of warmed-up steers, fed 80 to 120 days, deficient in condition, yields, and quality. As the win-

ter works along, condition will improve; but feeders are not in a mood to run into long feeds, so that a spread of \$10 to \$12 will buy many steers even if no further serious depreciation develops. Steers good enough for any trade were selling in the \$12 to \$14 range late in October, and if that basis is maintained they will have no reason for grouching, as they are now able to put on gains at 9 to 10 cents per pound. In any event, feeders have lost their margins of \$7 to \$10 per cwt., a chapter of trade history that may never be repeated. Spreads will narrow as the feast of grassers to which packers had access during the western gathering season is over. The trade problem at this juncture is to revive consumption, which can be accomplished only at lower price levels; putting cattle prices down will be futile unless retailers come across. That arm of the trade has suffered from restricted volume and may endeavor to profiteer—not using that term in a sinister sense—in which event volume recovery will be retarded. On a \$10 to \$12 basis for short-fed steers costing 10 cents per pound for gains, feeders will get a price for feed plus reasonable profit on the investment.

Assuming that consumption is restored to a normal basis, it is doubtful if winter beef making will be excessive. No one knows how many cattle have gone to the feed bunk. In a numerical sense installation has been in excess of last fall, but the great bulk of the steers acquired by feeders in the Corn Belt and elsewhere were far below seasonal weight and will return to market with the same heft. Incalculable thousands went out to be roughed through the winter. This does not include steer and heifer calves due to return to the butcher during the April-to-September period. The January-to-April run will carry a large percentage of 900- to 1,100-pound steers in fair flesh, and that they will pay out is a good bet, although laid in about \$2 per cwt. higher than last year. The relatively few heavy feeding steers, 1,000 to 1,100 pounds, taken out at \$10 to \$12.50 per cwt. have been mooching back to the market after short feeds and are no longer in the visible beef supply. Feeders took on few cows, but have acquired a large number of heifers, some of which will return to market with a beef covering; others will be fed out. So-called native cattle were cleaned up by the drought last year and will cut no conspicuous figure in the winter beef supply.

### Bullish Factors

Bullish factors are reduced winter beef stocks and a short hog crop. Liquidation of western cattle last fall filled packers' storage to capacity; this year they got little beef, used much of it in satisfying current needs, and went into the winter with only about 40,000,000 pounds, which means that they will

## The Gem Spoon Dehorner



Costs no more than a good pocketknife. Keen, well-tempered tool steel, expertly shaped for easily lifting out horn button; best for calves up to three months, so head will grow shapely. Earlier dehorning is far easier on calves and operator—means better growth, better prices. Limited offer: For \$2.00 with prompt order we will send above tool (postpaid in U.S.A.) with quart can Anchor Brand Dehorning Paint—valuable protective dressing after dehorning or for other surface wounds. Add 2% sales tax in Colorado.

### The Antiseptic Products Company

3105 Walnut Street Denver, Colorado



be on a hand-to-mouth basis. If the Canadian supply can be put on a weekly, or even monthly, quota, it will not function in a price-breaking capacity as it did last January and February. Texas has tucked more cattle away in its feed-lots than last year; but sections of the Corn Belt are light, many feeders deciding to play with their corn crops, as they balked at stocker prices. Physical conditions west of the Missouri River, especially Kansas and Nebraska, will restrict winter beef making, contributing a measure of stability. A possible prop, should severe breaks develop in the fat-cattle market, is country demand, thousands of feeders having delayed purchasing in expectancy that they can get in during January and February on a basis that will give them the other fellow's corn gratuitously. Should corn hold anywhere near its present basis, which is doubtful, as cottonseed cake is advancing, these potential buyers will get into action.

#### Pig Crop Short

Hogs are getting down to a level where packers can afford to store meat and lard without risk, regardless of import volume. Late in October they were putting up droves around \$9.50, Chicago basis, and supporting the market on breaks. Inventories have been reduced to inconsequential volume and the new pig crop is the shortest in years—how short, nobody knows—packers figuring it at 15 per cent under that of 1936. They usually know. Imports are still voluminous, and despite official assurance there is no reason to assume that under peace conditions volume will diminish. At present cost of feed, hogs can be profitably fed out; but there is a marked disposition to unload at weights of 180 to 240 pounds, as lard yielders are, and probably will continue to be, penalized. Free marketing of six-months-old shoats and considerable mortality probably mean a short summer movement, which is incentive to packers to put product away on a 9½-cent basis, as they were able to liquidate a huge holding during the past six months at substantial inventory profits. A short hog crop, cashed early and at light weight, will put a prop under the fat-cattle market, the trade realizing that recent cattle prices would have been impossible with an old-time supply of swine.

#### Lamb Feeders Nervous

Lamb feeders are making a phenomenal show of confidence in their winter market, despite a September and October crash. Late in October they were paying a premium for thin western lambs when the \$10 quotation on fats was erased and \$10.25 paid for feeders. They have acquired many more lambs at much higher prices than last year, and, while not walking the floor nights, are nervous over the outcome. Late in October the fat-lamb market took a nose

dive, descending to a \$9.25 to \$9.75 level, or lowest of the season. Unless this can be improved, feeders will find themselves on a hot spot. However, a huge crop of natives will soon be out of the way, clearing the decks for "comeback" westerns already itching for intimate acquaintance with the butcher. Signal success did not attend the much advertised "national lamb boost," as prices slid downward from the inception of that lauded effort. Fat-sheep trade is also logy, ewes selling at \$2.50 to \$4 per cwt. Injecting a larger proportion of lamb and mutton into the nation's diet is a problem apparently defying solution. The winter crop of lambs will need careful distribution if killers are not to be put to the necessity of going to the freezer with tons of surplus and temporarily unsalable meats at intervals. Fortunately they are going into the winter with clear shelves. Lamb slaughter has been maintained at high voltage all through 1937, and there is no indication of subsidence.

### MARKET GOSSIP

(Continued from page 12)

week, but are of considerable volume, promising to aggregate 300,000,000 pounds during the current year. During the first eight months of 1937, they were 248,694,000 pounds. In the same period of 1934, they were only 24,134,000 pounds. August imports, latest figures available, were double those of August, 1935, and four times greater than in 1934, an increase of 380 per cent in three years, equal to one-third the output of Chicago's processing plants. During the first eight months of 1937, beef and veal imports were 184,000,000 pounds; in 1936, 168,000,000; in 1935, 133,000,000; and in 1934, 43,000,000 pounds—an astounding, steady increase. Pork imports were 64,000,000 pounds this year, 31,000,000 in 1936, 6,000,000 in 1935, and 1,000,000 in 1934. This stresses necessity for increasing domestic production; also for conserving the domestic market for our producers. High prices here have stimulated foreign production with this outlet in view.

Argentina is furnishing the bulk of canned beef, Poland most of the pork reported at eastern custom houses, although Denmark furnished as much as 200,000 pounds in a single week during a period when domestic hog prices crashed. Hungary is still a modest contributor, bacon from the Irish Free State is extensively advertised in New York, Rumania is sending 50,000 pounds of cooked ham weekly, the Polish contribution comprising cooked ham in tins, fresh frozen pork cuts, smoked bacon, and a variety of fancy flavored meats. Italy, Germany, Lithuania, Norway figure in the list, imports from the minor European sources comprising a sizable aggregate. A new entrant is

New Zealand, with fresh frozen beef cuts and frozen calves' livers, one week's receipts from that source approximating 400,000 pounds.

#### Unfavorable Legislation

Washington reports of intention to revive meat processing taxes are unfavorably received by the Corn Belt, where the fact that hog growers were mulcted while hog tax was in force is generally recognized. Packers assert that they have not been able to pass on to consumers advanced labor costs, and that reimposition of processing taxes would necessitate deduction of whatever might be collected from live-stock prices.

Compulsory crop control or production is also viewed suspiciously even by ardent New Dealers. Strong suspicion exists that with voluntary control eliminated benefits will shortly disappear; and only the "gentle rain of checks" has made the plan possible. Corn Belt congressmen are being deluged with admonitions to sanction compulsory control at their political peril. Conflicting opinion is forcing agrarian congressmen to travel a stony path.

Resentment because a corn loan was not made available when Uncle Sam furnished cotton growers relief is pronounced. Millions of bushels of distressed grain were dumped into the market during a period when bumper crop propaganda was widely disseminated to soften the fall. A corn loan at 50 or 55 cents would have put a stout prop under cash prices. Now that corn is being marked for export and cattle feeders realizing that the "low" has been uncovered, the market is picking up. Locally phenomenal yields are reported, but nowhere has new crib construction been necessary, nor has grain been dumped on the ground.

#### No. 1 Scarcity

At no previous time in meat trade history has No. 1 grade beef been so scarce. Eastern markets are absorbing 90 per cent of current output. Chicago is getting little; midwestern communities are on a diet of mediocre and inferior product. At Kansas City, complaint is audible. The manager of a leading club in that city was under the necessity of transporting a supply by plane for American Royal week consumption.

Texas is extensively in the beef-making game this winter. Cattle was cheap at the outset, plenty of cattle were available, and holders decided to take the beef route. Corn Belt operators are apprehensive that at some spot in the liquidating period their product will be in sharp competition with that of the Lone Star state.

#### Pork Will Help Beef

How short the new hog crop is can be appreciated by a trip through the principal producing areas at this junct-

ture. The bulk of visible supply is in Ohio, Indiana, eastern and northern Iowa, and the northern two-thirds of Illinois. New crop shoats have been, and are being, cashed at deficient weight and lacking condition. Packer inventories are low; current consumption, reduced by anti-meat agitation, is subnormal, but is recovering, and it is a certainty that last winter's accumulation in packers' cellars will not be repeated. This augurs well for beef makers.

Whenever the stock-cattle market breaks 50 cents per cwt. new buying develops. On the late October decline, cannery feeders jumped into the breach, paying anywhere from \$5.50 to \$7 per cwt. As the western gathering season is about over, future feed-lot installation on an expensive scale will be impossible.

#### Lamb Feeders Disturbed

Lamb feeders are disturbed by the continuous slump and lack of receptivity at Atlantic seaboard markets. A facetious New York writer recently said: "Elsewhere than in this city people do not eat lamb, they merely nibble at it." The lamb promotion month, national in scope, developed a break of \$2 per cwt. on choice lambs, \$1 on sheep, and more in the case of low-grade lambs with which the market has been congested. Coincidentally feeding lambs lost only 50 cents per cwt., indicating either confidence or recklessness on the part of winter finishers. Fat western lambs are in, but cleaning up the huge crop of natives or farm-grown lambs will not be completed this side of mid-December, as dry weather forced growers to put thousands on feed. Killers are confident of abundance all through the winter, probably necessitating recourse to the freezer.

#### Hereford Hogs

Hereford hogs are the latest in breeding circles. The novelty comes from Missouri, duplicates the Hereford color and marketing scheme, and is advertised to mature early and feed easily.

Stock-cattle dealers were hit hard by the late October break, one Chicago operator dropping \$10,000 on a single purchase in Wyoming.

#### FEEDSTUFF PRICES

Cottonseed cake and meal was quoted on November 5 at \$24.50 a ton, f. o. b. Texas points. Hay prices on November 3 at Omaha were: alfalfa—choice leafy, \$18.50 to \$19.50; No. 1, \$17 to \$18; standard leafy, \$15.50 to \$16.50; standard, \$14 to \$15; No. 2, \$13 to \$14; No. 3, \$12 to \$13; upland prairie—No. 1, \$12 to \$12.50; No. 2, \$10 to \$11; No. 3, \$7.50 to \$9; midland prairie—No. 1, \$10.50 to \$12; No. 2, \$7.50 to \$9.50; mixed hay—No. 1, \$12 to \$13; No. 2, \$10 to \$11; No. 3, \$8 to \$9.50.

#### LIVE STOCK AT STOCK YARDS

	September		First Nine Months	
	1937	1936	1937	1936
<b>RECEIPTS—</b>				
Cattle*	1,621,092	1,614,513	10,976,205	11,183,865
Calves	738,863	649,369	5,351,839	4,969,953
Hogs	1,533,311	1,938,897	15,848,898	17,492,295
Sheep	2,993,509	2,766,011	18,853,632	17,871,175
<b>TOTAL SHIPMENTS†—</b>				
Cattle	795,547	694,080	4,469,331	4,229,185
Calves	298,899	234,298	1,784,774	1,584,907
Hogs	453,694	673,238	4,670,140	5,397,873
Sheep	1,806,070	1,596,502	9,412,007	8,708,837
<b>STOCKER AND FEEDER SHIPMENTS—</b>				
Cattle*	378,825	320,266	1,835,679	1,644,192
Calves	58,279	59,438	341,564	321,920
Hogs	31,850	93,549	294,297	446,186
Sheep	632,681	480,240	1,981,313	1,596,700
<b>SLAUGHTERED UNDER FEDERAL INSPECTION—</b>				
Cattle*	939,019	1,071,452	7,395,890	7,872,414
Calves	537,446	552,658	4,836,688	4,513,760
Hogs	2,032,557	2,403,342	21,678,021	23,590,562
Sheep	1,670,961	1,592,912	13,016,489	12,357,032

\*Exclusive of calves. †Includes stockers and feeders.

#### COMPARATIVE LIVE STOCK PRICES

	Nov. 1, 1937	Oct. 1, 1937	Nov. 2, 1936
Slaughter Steers—Choice (1,100-1,500 lbs.)	\$17.00-19.00	\$17.75-19.50	\$10.00-11.00
Slaughter Steers—Good	11.25-17.25	12.50-18.25	9.00-10.25
Slaughter Steers—Choice (900-1,100 lbs.)	15.50-18.00	16.25-19.00	10.25-11.00
Slaughter Steers—Good	10.00-17.00	10.50-17.75	9.25-10.25
Slaughter Steers—Medium (900 lbs. up)	8.25-11.50	8.50-13.00	7.75-9.25
Fed Young Steers—Good-Choice	9.50-17.00	10.25-17.75	9.25-11.00
Heifers—Good-Choice	9.00-15.00	9.75-16.00	8.25-10.75
Cows—Good	6.00-7.50	7.00-9.00	5.25-6.50
Calves—Good-Choice	6.50-12.50	8.00-12.50	5.50-8.50
Feeder and Stocker Steers—Good-Choice	7.50-10.00	8.25-12.00	6.25-8.00
Feeder and Stocker Steers—Com.-Med.	5.50-7.75	6.00-8.50	4.50-6.25
Hogs—Medium Weights (200-250 lbs.)	9.20-9.60	11.90-12.25	9.25-9.55
Lambs—Good-Choice	9.35-10.40	9.75-10.90	8.50-9.25
Ewes—Good-Choice	3.00-4.00	4.00-5.00	2.75-4.10

#### WHOLESALE MEAT PRICES

	Nov. 1, 1937	Oct. 1, 1937	Nov. 2, 1936
<b>FRESH BEEF AND VEAL—</b>			
Steers—Choice (700 lbs. up)	\$21.00-24.00	\$24.00-26.00	\$14.00-15.00
Steers—Good	15.50-21.00	20.00-24.00	12.50-14.00
Steers—Choice (500-700 lbs.)	19.50-24.00	23.00-26.00	14.50-16.00
Steers—Good	14.50-21.00	18.00-24.00	12.50-15.00
Yearling Steers—Choice	19.00-22.00	23.00-25.00	15.50-16.50
Yearling Steers—Good	14.00-19.00	18.00-23.00	12.50-15.50
Cows—Good	11.50-13.00	13.00-15.50	9.00-10.00
Vealers—Choice	15.00-16.00	17.00-18.00	13.50-14.50
Vealers—Good	14.00-15.00	16.00-17.00	12.50-13.50
<b>FRESH LAMB AND MUTTON—</b>			
Lambs—Choice (45 lbs. down)	\$18.00-19.00	\$17.50-18.50	\$14.00-16.00
Lambs—Good	17.00-18.00	16.50-17.50	13.50-15.00
Ewes—Good	8.00-9.00	9.00-10.00	7.00-8.50
<b>FRESH PORK CUTS—</b>			
Loins—8-12 lbs. average	\$18.50-20.00	\$22.50-25.00	\$16.00-17.50

#### HOLDINGS OF FROZEN AND CURED MEATS

Commodity in Pounds	Oct. 1 1937†	Oct. 1 1936	Five-Year Average
Frozen beef	25,127,000	59,677,000	43,777,000
Cured beef*	13,689,000	23,129,000	16,366,000
Lamb and mutton	1,911,000	3,374,000	2,204,000
Frozen pork	55,125,000	76,590,000	92,987,000
Dry salt pork*	47,256,000	65,484,000	76,604,000
Pickled pork*	180,906,000	219,534,000	288,834,000
Miscellaneous	44,073,000	75,237,000	66,832,000
Total meats	368,087,000	523,025,000	587,604,000
Lard	72,535,000	101,796,000	107,583,000
Frozen poultry	61,709,000	82,096,000	52,788,000
Creamery butter	118,753,000	108,835,000	129,381,000
Eggs (case equivalent)	11,290,000	8,579,000	8,968,000

\*Cured or in process of cure. †Subject to revision.



## LITTLE DOING IN WOOL MARKET

BY J. E. P.

**"NOMINAL" WOOL MARKET** quotations mean little or nothing doing. Outlets are restricted, small quantities of fine Ohio delaine selling at 36 cents in the grease; staple combing length half blood at 37 cents. Only distress packages are moving, as the available supply is in strong hands. Owners are awaiting developments, at least until the market emerges from its present comatose condition. Boston houses have taken standard grades off the market, buyers bidding so low as to indicate lack of desire for possession of the property. Trade in western wools at the seaboard is indicated by a goose egg. Foreign markets show a stronger tendency.

Consumption by New England mills has declined sharply. Women's wear is selling, but the men's branch of the clothing trade has gone askew. Dealers are carrying unsold summer clothing; counter trade shows scant signs of life, the national wardrobe having been replenished. Prices are being marked down, discrediting supersalesmanship which had pushed business by advertising higher costs to consumers, inducing them to take two suits when they were in a mood to purchase one. Consumer resistance is conspicuously in evidence.

An early cold winter will revive overcoat trade should it materialize. The average man, getting into the New Year with an old garment usually makes it wear through until spring. Manufacturers are reluctant to increase inventories during a period of financial and industrial disturbance and will buy wool on a hand-to-mouth basis. Foreign market conditions are not suggestive of higher prices, adversely influencing sentiment in domestic circles.

Between actual sales and asking prices by owners playing out the market there is a differential of 6 to 7 cents per pound, scoured basis. Evidently the market has yet to find a stable level. Thousands of both sexes are wearing clothing acquired on the deferred payment plan.

## CALCULATING COSTS

(Continued from page 15)

So that it is true enough in a general way to state that the appreciation in value of the younger animals in a herd offsets the decline in value of the older ones, bearing in mind the fact that most producers must maintain their breeding herd at approximately the same size year after year in order to keep their range.

Another objection to writing off depreciation on the breeding herd is that approximately half of it would go back the following year into the account

from which it was written, since the yearlings on hand at the end of the year, to which it would be charged as part of the cost of production, are regularly about half heifers that go into the herd of breeding stock the next year.

Finally, it would be extremely difficult, if not impossible, for the purpose of calculating depreciation, to set a "scrap value" on an old cow that would come at all close to her selling price for beef, since the market on cattle fluctuates so widely that one year she might bring almost nothing and another year nearly twice as much as she cost, or even more.

In effect, actual realized depreciation is absorbed in sales, the gross profit being decreased by the difference between the cost of old animals disposed of and the amount they fetch on the market. This loss could be charged properly enough to the cost of the calves produced if it did not vary so widely that it would destroy the value of any figures arrived at as the cost of production, and if it did not seem a rather foolish thing to do, since the half charged to heifers would go back into the cost of the herd at the end of the year.

### Not Practical

There is, of course, nothing wrong in principle with writing off depreciation on live stock, but in the large operations of the West, where individual animals are entirely lost sight of in the accounts, it does not seem to be practical.

Neither does it seem best to charge death losses in the breeding herd to the cost of production, for, like depreciation, approximately half the amount would be charged back into the cost of the herd in the following year. The custom of cattlemen now is to write off all death losses in the year they occur, through the inventory. Dead animals do not appear in the closing inventory and therefore the profit is decreased by their value.

## HIDE MARKET FLAT AS A PANCAKE

BY J. E. P.

**SINCE THE HIDE MARKET** "folded up" three months ago, tanners have acquired scant quantities of raw material; packers have accumulated the great bulk of their slaughter meanwhile. Other than a brief flurry when Japan took 150,000 light cows, the market has been as flat as a pancake, the daily report reading monotonously, "No bids and no sales." A meeting of the Tanners' Council opened at Chicago late in October for the purpose of breaking the deadlock. Results are not available at this writing, but the packer combination shows no signs of changing policy, pursued since early August.

The small packer situation is equally obscure. Summer slaughter all-weight cows and steers are considered top at 12 cents for natives down to 11½ cents, with brands ½ cent less. Upper leather makers are not anxious for hides, and dealers are revising their ideas downward in keeping with recent declines in futures, the New York exchange recording continuous slumps. Packers are carrying enormous inventories, putting them on a spot where they will lose several million dollars in the event the tanning interest compels them to come across. On the basis tanners are willing to talk turkey, these hides will lose plenty of money, as they were tucked away on a booming cattle market.

Country trade is marking time, although tanners have been buying freely in that sphere during the deadlock, reducing visible supplies to small volume. Extremes on a trimmed basis are listed at 11 to 11½ cents; untrimmed have moved at 10½ cents, buffs ranging from 9¾ to 10¼ cents trimmed. Heavy cows have sold well at 9½ to 10 cents trimmed; brands are easy at 8¾ to 9 cents; bulls and glues, 8 to 8½ cents.

New shoe business has slackened perceptibly, which is merely another illustration of the pernicious policy pursued

## REGISTERED HEREFORD CATTLE

Choicest blood-lines; outstanding individuals; raised under actual range conditions

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by dealers of overstocking consumers by threatening higher prices. Only new styles in women's footwear are moving freely. Producers of staple lines for men are complaining of diminished demand. The shoe price structure has been unsettled by announcements of substantial mark-downs by manufacturers, some of whom are of the opinion that consumers will not go along at present cost and are introducing new lines in lower price brackets. Hand-to-mouth buying has resulted.

#### No Demand

In brief, there is no sustained demand for leather, hides are moving only in limited poundage, and tanning schedules are on a sharply curtailed basis. To protect cut sole dealers, prices are being held at former levels.

Record high production of shoes during the past year has not been cleared through distributive channels, which may necessitate "basement sales." Japan has not returned to this market for hides, but is reported buying in Argentina at lower prices than the same goods can be acquired here. The futures market, responsible for the early summer rise, is steadily drifting downward, having reached levels at a parity with tanners' bidding.

#### WORLD AGRICULTURE SHARES IN RECOVERY

**A**FEW OF THE MANY INTERESTING lines of thought developed in the recent report of the International Institute of Agriculture on the world agricultural situation in 1935-36 are given in "Foreign Agriculture," a monthly publication of the Department of Agriculture. We quote:

"World agriculture has begun to share in the general economic recovery. This is indicated by higher agricultural prices and their more favorable relation with nonagricultural prices, and is reflected in increased purchasing power of the farmers. The rise in prices has been due essentially to a more or less simultaneous increase in world demand and a reduction in world supplies of agricultural products. The improvement in demand has resulted from increased economic activity in a large number of countries. In some cases, however, much of this increased activity can be attributed to rearmament. The reduction in supplies has been due both to unfavorable weather conditions in numerous countries, particularly in North America, and to destruction of production by governments. An outstanding feature of the world economic situation is to be found in the increasing government intervention everywhere in behalf of agriculture. This intervention resulted, during the depression period, in a larger share of the national income of some countries going to agriculture. Recovery conditions would seem to call for a redirection of government planning along the line of increased production at lower costs."

#### ENGLISH LIVE STOCK LETTER

BY J. RAYMOND

**L**ONDON, OCTOBER 15.—THE International Beef Conference has now agreed upon the quantities of chilled beef which may be imported from foreign countries during the last quarter of this year. The permissible supply during the three months will be the same as that admitted from foreign countries during the last quarter of 1935, viz., 1,866,700 cwt. The actual importation of 18,700 cwt., or about 1 per cent of that quantity, will not take place until after December 31. It is pointed out that this arrangement is with a view to minimizing the seasonal decline in prices of home-killed beef during the autumn, when heavy supplies of fat cattle are coming off the grass. The 18,700 cwt. transferred will not be taken into account when the conference determines the quantity of chilled beef to be imported in 1938. In effect, it will form part of the 1937 quota. Some 95 per cent of chilled beef supplies during the last quarter of the year come from Argentina, and her share of the new allocation is 1,766,800 cwt., less 1 per cent transferred to her next year. That figure compares with a total supply of 1,999,400 cwt. in the last quarter of 1932 and 1,814,000 cwt. in the same period of 1936. Uruguay is offered 99,900 cwt., less 1 per cent transferred, against 105,100 cwt. in 1932 and 113,600 cwt. in 1936.

The conference is allowing increased imports of frozen beef in order to prevent the price of this class of beef from going beyond the reach of the poorest consumers in industrial areas. It regards the price of frozen beef as having no perceptible influence upon the price of home-killed beef. A total supply of 130,000 cwt. from foreign countries has been recommended by the conference for importation in the second half of this year. This compares with 92,600 cwt. imported in the second half of 1936 and 116,900 cwt. in the second half of 1932.

#### Redundant Markets

The government will, it is said, take a firm hand in the enforcement of its new regulations pertaining to the control of all live-stock markets which come into effect on November 1, and contravention of the rules of the order may involve a fine of \$500. Under the act, no premises other than those so used at some time during the year ended November 30, 1936, may be used for the purpose of a live-stock market, unless such premises are approved by an order of the Live Stock Commission. The commission is expected to consult the

## FOREIGN

Live Stock Advisory Committee and such local authorities and other bodies as may be interested. The act permits exceptions to these requirements in respect to farm sales of live stock. The new regulations are, of course, part of the government's plan to eliminate redundant markets and so assist to lower the costs of distribution and handling of stock intended for the block.

Another important part of the government's plan concerns the centralization of veterinary services. The Minister of Agriculture has described this more as a "course which is reluctantly forced upon the government." He has pointed out that animal diseases exact a toll of £14,000,000 a year from the agricultural industry, and claims that it is worth while making an attempt to deal with the problem "on a wide front." Said Mr. Morrison at a recent meeting of farmers:

"I can well understand and sympathize with some feeling of apprehension that the work done in the past may suffer some infringement and diminution, now that a central body is to be set up."

Mr. Morrison, like his predecessor, has long regarded the problem of animal disease as requiring to be settled on a national basis. The scheme for the centralization of veterinary services forms part of the "service schemes" sanctioned by the Live Stock Industry Act.

#### Advertising Campaign

Another service scheme now under preparation is the launching of an "Eat More Meat" advertising campaign. The importers, wholesalers and retailers have expressed themselves in favor of such an effort, and an expenditure of approximately \$500,000 per annum is contemplated. In addition to extensive press advertising and poster displays, it is suggested that every butcher should present his customers, free of charge, with books of recipes, all of which are designed to increase the consumption of meat in one form or another.

Large numbers of grass-fed cattle are now coming under the hammer, but a check in the downward trend of fat-cattle prices is noticeable at most centers in England. The average for the best is around \$10 per live cwt. In Scotland, the trade for fat cattle is sharper, the best quality animals meeting a keen demand at around \$11 per cwt. The position is not so good in Wales, where the demand is slow at around \$9.50 per live cwt. for the best steers. An improved demand for bullocks and heifers is being met in northern Ireland.

Store cattle are dearer at most of the leading sales in England, with a keen inquiry. Ireland is sending us

AMERICAN CATTLE PRODUCER



around 9,000 head per week, and the good quality steers are fetching good money. More interest in store cattle is being shown in Scotland, and Welsh buyers are also busy. In northern Ireland, springers are experiencing the best of the demand for store cattle. The general average for two-year-old stores is \$75, with \$55 being paid for yearlings, and around \$13.50 for vealers.

There is a continuance of the steady demand for fat sheep and lambs, prices being around 22 and 24 cents per pound, respectively, for the best. More porkers and baconers are coming forward more readily and are fetching \$3.70 and \$3.25 per score, respectively.

## LIVE STOCK INTERESTS IN AUSTRALIA

BY A. C. MILLS

MELBOURNE, SEPTEMBER 20.—A report dealing with grading to standard of export beef has lately been released by the Australian Meat Board. Written by Ross Grant, commonwealth veterinary officer, who has wide experience in the meat trade in Great Britain as well as in Australia, it contains interesting observations and some important recommendations.

In the past there have been two grades of export beef: i.e., g.a.q. (good average quality) and f.a.q. (fair average quality). Mr. Grant expresses the opinion that a certain amount of improvement might be affected by a judicious tightening up of those standards. Radical changes, he says, are not possible at present and can only be brought about when the general standard of cattle submitted for slaughter and export in the north has been raised very considerably.

### Margins Too Narrow

In the latter connection, the report emphasizes a point which cattlemen themselves have long stressed; namely, that the difference in price obtaining between the higher and lower grades of cattle purchased for export is not sufficiently great to give material encouragement to the producer of better-class stock. Actually the difference is not more than 72 cents per 100 pounds, dressed weight. As Ross Grant says, the margin must be widened considerably before it can be said that the fatter of top grades is receiving adequate recompense for his extra skill and the added expense involved. If, however, with the introductions of an improved standardized system of grading, buyers can be induced to consider a more equitable quality price range, then the industry will benefit.

In furtherance of the foregoing he recommends that, instead of the current rather loose g.a.q. and f.a.q. grades, universal first and second standards be

adopted throughout Australia for export chilled beef, and that in such grading due regard be given to age, conformation, color, weight, and freedom from blemish, as well as to covering.

He recommends that export frozen beef be graded first, second, and third quality. The provision of a third-quality grade, he states, will bring about an improvement in the second-quality standard, as a percentage of the lower-quality now included in second grade will automatically fall into the lower category. The percentage of beef classed as third quality will vary in accordance with seasonal conditions. In good years the percentage will be comparatively low, whereas in unfavorable times this grade will prove of considerable benefit in maintaining the standard of the higher grades.

### Effective Next Year

The Meat Board has accepted the recommendations, and the new system of grading will come into force on January 1, 1938. How far it will affect prices remains to be seen.

The abnormal pressure of slaughter cattle at export packing plants, to which reference was made in my last letter, has eased off materially. Most of the northern establishments have finished their season's kill, and while those in central and south Queensland are still operating, it is with generally reduced tallies. It is satisfactory to hear that prices held throughout the winter and have firmed sharply since supplies became relatively scarce. At the end of August operators in north Queensland were paying up to \$6.75 per 100 pounds dressed weight for g.a.q. and \$6 for f.a.q. steers and bullocks, an almost unprecedented high figure for those parts. The current buying rate in the central division is \$7 per 100 for g.a.q. and \$6.25 for f.a.q. cattle, and in the south \$7 to \$7.20 for chillers, \$6.50 to \$6.75 for freezers, and up to \$6 for cows.

Pedigree bulls of beef breeds met an indifferent market at the sales held in conjunction with the Brisbane (Queensland) National Exhibition in August. A big percentage of the 128 head cataloged failed to reach sellers' reserve, and, although a few were afterwards sold privately, no breeder had cause for rejoicing at the prices paid. The top price at auction was 165 guineas, about \$825, realized for both polled and horned Herefords. Shorthorn bulls fetched up to 120 guineas (\$600) at auction, but two were sold subsequently at 130 (\$650) and 250 guineas (\$1,250), respectively.

### American Trophies

The Australian Polled Hereford Society held its annual meeting in Brisbane during the currency of the exhibition. Gratification was expressed at the decision of the American board to donate three trophies for competition in Australia at the Melbourne, Sydney,

and Brisbane shows. The suggestions made as to conditions governing the awarding of the trophies were considered at length but were regarded as impracticable, and it was resolved to award the trophy in each state to a junior champion bull, Australian bred, under two years of age, the trophies to be known as the American Polled Hereford Breeders' Association trophies. A proposal that the Australian Society should sponsor a consignment of polled Herefords from America for sale on arrival was discussed. It was, however, decided not to take any action at present.

## FROM FOREIGN FIELDS

ESTIMATES OF 1937 WHEAT production in 44 countries total 3,687,068,000 bushels as compared with 3,405,889,000 bushels harvested in 1936 when these countries accounted for about 96 per cent of the estimated world total, excluding China and Soviet Union. Greatest increase this year is in North America, but the European total, excluding Soviet Union, also shows a gain, despite marked reductions in many important producing areas.

\* \* \*

Canadian production of meat and meat products totaled 1,051,641,000 pounds in 1936 (value \$127,235,000), of which 718,529,000 pounds was fresh meat; 261,155,000 pounds cured meat; and 71,957,000 pounds manufactured meat products. Output of lard, animal fat, tallow, stearine, and other fats was valued at \$17,043,000.

\* \* \*

A cattle tick eradication campaign under the direction of the local representative of the Bureau of Animal Industry is in progress in Puerto Rico. Fifty thousand cattle, goats, and horses have been driven through the 300 vats already established.

\* \* \*

Packing plants in Uruguay will be required by law to export at least 20 per cent of their annual production of pork products after September 20, 1939.

\* \* \*

Almost a thousand cases of foot-and-mouth disease were recently reported in Belgium. In England, further foot-and-mouth disease has been confirmed among cattle at several places in Norfolk and in Surrey. Switzerland also now has the disease within her borders.

\* \* \*

The Canadian feeder cattle freight scheme (Sept. ACP, p. 4), under which the government pays half the cost of moving cattle purchased in arid areas to eastern Canada, has been extended to include feeder cattle, breeding ewes, and feeder lambs in other parts of the prairie provinces.

## CROP INSURANCE ALSO OF INTEREST ABROAD

**T**HE PROBLEM OF CROP INSURANCE is attracting considerable attention both in the United States and abroad, says "Foreign Agriculture," published by the Department of Agriculture.

In France, for instance, bills dealing with the subject of state crop insurance have been introduced in Parliament on numerous occasions. In Bulgaria a foundation for comprehensive crop insurance was laid as far back as 1911. In Belgium, too, a compulsory all-risk crop scheme is seriously discussed. Proposals of a similar nature also have been made in a number of other countries, but so far insurance practice has not gone beyond hail and, much less frequently, frost insurance.

More extensive steps have been taken in the Soviet Union, where a large number of risks are covered. It is a compulsory scheme composed of specific risk insurance extending to most crops and an all-risk insurance applicable at present to a limited number of crops. There is a provision for supplementary insurance on a voluntary basis. Drought is not covered in the case of most of the important crops.

### BIGGEST BRANCH

*(Continued from page 11)*

In my judgment, it is necessary to maintain a dual price level for agricultural products having an exportable surplus. It is the exportable surplus that determines domestic price. If we have 100,000,000 bushels of wheat more than can be consumed, the price drops down to the world level so that the exportable surplus can move out of this country into export trade. This is a typical example of the tail wagging the dog. Every American farmer knows the tariff of 42 cents a bushel on wheat is of no benefit when he has an exportable surplus.

I feel that the government should provide legislative machinery that will make it possible for the farmer to obtain an American price for that portion of his commodity domestically consumed and a lower world price for the portion sold on world markets. For illustration let us assume for next year a production of 750,000,000 bushels of wheat, domestic consumption at 650,000,000, and exportable surplus at 100,000,000 bushels. If the government should purchase this 100,000,000 bushels at \$1.20 per bushel when world price was \$1, it would stabilize domestic price of all wheat at approximately 20 cents above the price the crop would otherwise sell for. In making these purchases the domestic price would be maintained. When this surplus wheat is bought it should be sold on the world market so that it would not be a future

threat to the market. This operation would entail a loss of only \$20,000,000 to the government but it would make American wheat farmers 20 cents per bushel on 750,000,000 bushels, or a net gain of \$150,000,000.

If available federal funds are not sufficient to maintain a dual price level on these exportable surplus commodities, then a means should be provided where an equalization fee could be charged on the portion of the commodity exported to carry out the operation. This would entail no federal subsidy but would give agriculture benefits of a dual price system at relatively small cost.

### Stabilizing Prices

I was instrumental two years ago in securing for the benefit of agriculture a legislative provision referred to as Section 32 of the Agricultural Adjustment Act, which sets aside 30 per cent of customs receipts of this country (approximately \$100,000,000 annually) for use of the Secretary of Agriculture to remove price depressing surpluses. This section should be perfected so that it will be used for the purposes intended in maintaining stabilized prices. Under provisions of this section, purchases may be diverted to relief channels, industrial uses, or may be exported. If judiciously handled, this \$100,000,000 fund with a clearer mandate from Congress could go a long way toward financing a dual price system for agricultural commodities when price depressing surpluses occur. The soil conservation program is designed as a voluntary aid to farmers to hold crop production in balance and to maintain soil fertility, but it cannot prevent disastrous price slumps.

For instance, should we in a year or two get back on an export basis for pork and lard, what legislation have we to maintain a domestic price level? A demoralized pork price would affect beef, lamb, chickens, and all other competing foods. Not only that, but corn and feed prices would be adversely affected. The price of hogs and fat cattle will finally determine what the feeder can pay for corn. If the feeder knew today that he would be able to get a good price for his fat cattle, lambs, and hogs, there would be no such pressure to lower the price of corn or feeder cattle in the West as has recently occurred. If a small surplus of lard and pork occurs, it should not be permitted to demoralize domestic price. When pork products decline in value, it affects the price of all livestock and poultry products, as well as corn, cotton seed, and other competing stock feed.

### Protect or Restrict

Because of its importance in our agricultural economy, any measure designed to aid agriculture must give primary consideration to the live-stock

industry. We must provide means of maintaining a fair price level for the finished products of the farm and ranch. We must either expand our foreign markets and protect the American market against competitive foreign imports, or we must restrict production. We need to import millions of dollars of non-competitive foreign goods annually, and there are many foreign countries that would buy our surplus commodities at a competitive price. We cannot afford to tear our wage scales down and reduce our standard of living to compete in world markets against their cheap labor with our products from farm and factory. We can and should compete with that portion of products for which we have no need in this country. Many industries use this method today to dispose of surpluses. Give agriculture the same opportunity. The government is the only means through which the millions of farmers in this country can operate such a system. Do this for the farmer by protecting the domestic market with an adequate tariff or quota, and by means of a dual price system facilitate removal of the exportable surplus.

Instead of relying entirely on control of production, the government can well afford to set up legislative machinery that will enable farmers to maintain parity prices on that portion of the commodity domestically consumed. It can provide for diversion to relief channels, industrial uses, and world markets of exportable surpluses at world price. This will make it possible to regain and retain foreign markets for these surpluses when they are produced and at the same time prevent the surplus from demoralizing the domestic price level. Controlling acreage does not control production. The weatherman is a determining factor in that.

Furthermore, when production is curtailed, employment is curtailed in producing, processing, transportation, and distribution of the product.

While there is no one panacea that can solve the agricultural problem, there are other provisions which, if enacted, would, I am sure, materially help the situation. The government should provide laboratories to assist in developing new industrial uses for surplus agricultural commodities. Congress should enact legislation authorizing the Secretary of Agriculture to file applications with the Interstate Commerce Commission for adjustment of freight rates on agricultural commodities. Industries are able to employ freight rate experts to protect their interests. Farmers are not organized and generally are without means of employing counsel to represent them in adjustment of freight rates.

Congress should correct the inequalities of the 1930 Tariff Act and give agricultural commodities equal protection to that accorded industrial products.

There can be no justification for

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compulsory control of production on certain agricultural commodities so long as enormous quantities of competing foreign commodities are allowed to come into this country. We must protect the domestic market for the American farmer.

Agriculture should not be asked to make further concessions in reciprocal trade agreements. Future agreements should be made in which certain industries should make concessions that would open foreign markets for our normal surpluses of wheat, pork, lard, and cotton.

The Argentine sanitary pact that has been slumbering in the Senate Foreign Relations Committee for the past three years should be put to sleep permanently. Any attempt to lift the embargo on importations of meat from any country having hoof-and-mouth disease among its live stock should be defeated. The United States is one of the few live-stock countries of the world that is free of this disease. Importations of chilled or fresh meat from any country having this disease would be a threat to the entire industry. The government spent millions of dollars in eradicating the last outbreak in this country. F. E. Mollin, secretary of the American National Live Stock Association, at Denver, has written an exceptionally good brief on this subject in opposition to ratification of the Argentine pact, which I commend for your consideration. Ratification of this pact would be a serious blow to the live-stock industry.

#### Pork Imports Compete

There is a domestic market for all the beef produced in this country. Chief worries of the live-stock industry are competing imports and a possible future surplus of pork products for which there are at present only limited foreign markets. Pork is chief competitor of beef, and as a consequence cattlemen are much interested in maintaining a fair price level for all meats. Price of pork affects price of beef. Canned hams are coming into this country, principally from Poland, at the rate of more than 1,000,000 pounds a week. This is the equivalent of the hams from over 60,000 hogs a week. These hams have been selling at wholesale in New York City for about 40 cents a pound. The tariff is only 3¼ cents a pound—too low to preserve the domestic market for the American corn and hog producer. I introduced a bill at the last session which would curb these importations. The bill should receive action. There can be no justification for controlling production of corn so long as these meat imports are allowed to come in in such volume. If corn acreage is greatly reduced, some other crop will be planted in its place which may handicap producers of other commodities. Give the American farmer a chance to supply the American market

and he will adjust his acreage to fill requirements. This will help relieve pressure on those commodities with price depressing surpluses. It will help stop the exodus from farms and relieve the congestion of unemployment in cities.

Our Committee on Agriculture is faced with a difficult task in its efforts to help certain agricultural producers who are in need of legislative aid without infringing upon rights of others. Equality under the law is the inherent right of all American citizens. We cannot justify sectional or group benefits at the expense of others. The producers of all surplus commodities should be provided an opportunity to maintain a fair price level for the portion of their product consumed in this country and an opportunity to sell exportable surplus at the world price on the same plan on which many industrial concerns now operate. They must be given the benefits of our protective tariff system if that system is to accord equal benefits to all American producers. When agriculture prospers, the nation will prosper.

#### COTTON PICKER UNLIKELY TO TAKE SOUTH BY STORM

THE MECHANICAL COTTON picker may tend ultimately to alter farm economy of the southern states, reduce the number of share-croppers and tenants, and increase the size of plantations, but it is not likely "to take the Cotton Belt by storm at its present stage of development" is the conclusion of a WPA report on changes in technological and labor requirements in the United States since 1909.

Evaluation of the economic prospects for the 1936 machine is: The single-row machine would make three pickings a year on 80 acres, leave 5 per cent of the lint and seed in the field, and lower the market value of cotton picked 12 per cent because of trash and discoloration. Overhead was put at \$3.62 per acre. Operating costs based on 60 cents an hour for the tractor and 60 cents for two operators are set at \$4.80 per acre.

#### Hand Picking Cheaper

On land yielding 300 pounds of lint cotton an acre the loss from 5 per cent of cotton left in the field would amount to \$1.80 at 12 cents a pound, and an

estimated loss of 30 pounds of seed at \$35 a ton amounts to 52 cents. Loss from lowered value because of trash and discoloration is an additional \$4.10 per acre—total cost \$14.84 an acre charged to the machine. At a ratio of three to one by weight between seed and lint cotton, cost of machine picking would then be \$1.65 per 100 pounds of seed cotton. In 1936 cost of hand picking the same amount of cotton in the Mississippi delta was about \$1. Hence the report's conclusion that "the mechanical picker in its present stage of development is not likely to take the Cotton Belt by storm."

#### LOWER CHARGES AT DENVER STOCK YARDS UPHELD

REDUCTION OF RATES FOR stock-yards services at the Denver Union Stockyards, ordered by the Department of Agriculture in March of this year and contested by the yards, has been upheld by the United States Statutory Court of three judges, the department announces.

The new rates mean an annual saving to live-stock shippers of approximately \$50,000 according to estimates, compared with the old rates. Before the new rates became effective last March, however, the stock-yard officials obtained an injunction enjoining enforcement of the order pending final hearing.

An important point considered in the case was the basis for the valuation of the stock yards. The department held that the value of the railroad terminal facilities was not properly a part of the rate base for estimating stock-yard rates and charges. It also held that loading and unloading live stock from railroad cars at the Denver market are transportation services and that the value of unloading and loading facilities should not be included in the rate base.

Another important factor was the statement concerning exclusion of the value of property used in connection with local live-stock exhibitions. The value of this property should not be included in the rate base, the department held, notwithstanding the beneficial effect of live-stock shows on the industry and others concerned. The recent court action sustains the department's position in these and other respects.

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# ROUND THE RANGE

## WESTERN LIVE STOCK AND RANGE REPORT

**W**ESTERN LATE FALL AND winter range feeds are good, except in dry western Great Plains, according to the November 1 live-stock and range report of the Denver office of the Bureau of Agricultural Economics. Cattle and sheep in general are going into the winter in good shape. Condition of ranges—76 per cent of normal—is the same as the past two months. This compares with 74 a year ago and an average of 78.1 for the ten years 1927-36.

Condition by states:

**Arizona.**—Ranges spotted and rain needed for winter feed in south; browse good and stock water ample; cattle in fair to good condition; sheep moving south in excellent condition.

**California.**—Pasturage greatly improved in north coast and north Sacramento Valley areas where early October rain brought new grass; in other areas adequate for another month; without rains and new feed, lower and intermediate areas face unfavorable conditions; winter feed in mountain districts as a whole adequate; stock mostly in good condition; trading in replacement

limited by uncertain feed conditions and high cattle costs.

**Colorado.**—October weather open and dry; soil moisture deficient in east and range grass very short and dry; feed supplies poor in eastern half but good to excellent in mountain areas and west; cattle and sheep generally in good condition.

**Idaho.**—Feed on lower ranges short, but rains improved stock water supplies; field pastures and feeds good, and supplies of hay and other feeds ample; imports of sheep and cattle far below heavy in-movement last year; fewer local lambs on pasture and feed than year ago; stock in very good flesh.

**Kansas (western).**—Pastures continue poor; wheat pastures developing satisfactorily in northwest and south-central counties but spotted in other western areas although more promising than month ago; feed situation improved by warm weather, permitting feed growth during October; cattle continue in fair condition.

**Montana.**—October rains supplied some soil moisture and stock water in dry areas but too late to make feed; ranges and feeds short in east, but supplies ample in south-central, southwest, and mountain sections; stock generally in good condition except where feed short.

**Nebraska (western).**—Winter ranges fair to good, very spotted; range feed well cured but some local damage from rain; hay and feeds short in places but ample in most sections; cattle shipments heavy; tendency to reduce to meet short feed supplies; cattle as a whole in good condition.

**Nevada.**—Ranges have good feed, but rain needed to supply water and freshen feed; stock in excellent condition; lambs shipped early at good weights.

**New Mexico.**—Ranges generally good; stock water low in places due to light October rains; hay and feed as a whole ample; stock in very good condition; October sheep shipments heavy.

**Oklahoma.**—Ranges and pastures fair in central and eastern sections but poor in west; hay and other feeds ample except in west; wheat pasture prospects fair to good but rain and warm weather needed; winter feeds ample except in extreme west.

**South Dakota (western).**—Ranges good in northwest, but only fair toward river and in some south-central counties; feeds on the whole ample for stock held; shipments about completed; some tendency to restock where feed and finances permit; stock in good flesh.

**Texas.**—First half of October rains improved range prospects except in very dry south; north Panhandle and some local areas dry; wheat pastures good in south plains; moisture needed in north plains; feed ample except in south and local dry areas; October cattle and sheep shipments continued heavy following record sheep August-September shipments; sheep movements within state heavy; northern part of sheep section received rain, but south continues dry; stock in good condition except in south and few dry places.

**Utah.**—Good feed on fall and winter ranges, but moisture needed in south; good feed on winter sheep ranges; hay and feed supplies generally ample; stock in excellent condition; lambs and cattle show good weights.

**Washington.**—Ranges good except in dry south-central counties; hay and feed grain crops good and some surplus; stock in excellent condition.

**Wyoming.**—Ranges generally good, but soil moisture limited; hay and other feed crops ample; stock in very good condition; heavy lamb shipments during October; cattle moving in fair volume.

## MORE CATTLE AND LAMBS TO BE FED THIS WINTER

**T**HE NUMBER OF CATTLE TO BE fed for market this year will be "materially larger" than last, said the Bureau of Agricultural Economics in its October 1 cattle feeding situation report. But there are no satisfactory estimates yet as to just how much larger the number will be. In the Corn Belt, more cattle will be fed; in western states, especially west of the Continental Divide, considerably fewer. Substantial increases are indicated for Texas and Oklahoma. Movement of stockers and feeders through markets into the Corn Belt



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from July to the end of September showed a 10 per cent gain over last year. All this increase went into sections east of the Mississippi; fewer animals were shipped west. Direct shipments were fewer than last year. Augmenting shipments into the Corn Belt for feeding this year, "apparently a considerable proportion of the in-shipments in 1936 that were roughed through last winter, carried on pasture, will be fed out on new crop corn," the bureau declared.

Feeding in South Dakota, Nebraska, and Kansas is expected to be on a "considerably larger" scale than last year but much less than in years of average corn production in these states. Estimated numbers fed for market in the western states last winter and spring were the largest on record; this year feeding there is expected to be "considerably reduced."

#### More Lambs

More lambs will be fed than last year. In the Corn Belt and in Texas the number will be "materially larger;" in the western states, "considerably smaller." A dominating factor is the disposition of the large 1937 Texas crop, the experts believed. Last year the bulk of the crop was marketed as fat yearlings; this year the feed situation there is much less favorable, and shipments have been heavy.

Feeder shipments through stock yards into Corn Belt states during July to September were but a "little larger" than last year—larger east of the Mississippi; smaller west of the river. Numbers to be fed in the Scottsbluff, Nebraska, area and Wyoming will be "somewhat larger" than last year; in Nebraska area outside the Scottsbluff section, "larger than the small number fed last year;" in the West, smaller, "except possibly in Colorado and New Mexico."

### BULLETINS IN BRIEF

**BIG-GAME ANIMALS—DEER,** bear, moose, antelope, elk, buffalo, mountain sheep, and mountain goats—have doubled in number on national forests in the past twelve years, reports the Forest Service. When the first big-game census was taken in 1924 there were less than 700,000 animals. By 1930 the figure had grown to 1,000,000. Present estimates place the big-game population at 1,700,000 animals. Deer have made the biggest increase and now total more than 1,000,000 head.

Increased industrial employment has reversed the "back-to-the-farm" movement of the depression, according to a survey by the Bureau of Agricultural Economics. Last year 1,166,000 persons moved from farms to cities; 719,000 persons moved from cities to farms. This

was the first decrease in farm population since 1929. Farm population last January 1 was estimated at 31,729,000 persons, compared with 31,809,000 on January 1, 1936.

Nearly 700,000 pounds of native grass seeds and more than 1,500,000 pounds of tree and shrub seeds will be collected between now and next July for use in erosion control. The work of collecting the seeds is being done by CCC boys under direction of soil conservation technicians.

Sagebrush, Nevada's state flower and most important plant, growing to a height of fourteen feet and three inches was recently discovered on the north end of Nevada's Monitor Range near the Eureka-Nye county line by Jay L. Sevy, forest ranger. The giant attained its great height in damp ground surrounded by willows.

Few migrating birds fly higher than 3,000 feet and it is exceptional to see any 5,000 feet high, says the Biological Survey. The reason: Lessened buoyancy of air makes flying difficult, as it does for airplanes. Much of the birds' migration takes place below 1,000 feet. In bad weather birds fly low, as shown by their striking against lighthouses and high buildings.

Definitions of "game range" and "game refuge" are given by Julian Terrett, acting director of the Division of Grazing, in a reply to protests by the California Cattlemen's Association against the creation of the Calneva Game Refuge in California:

"A game refuge is a withdrawal under the jurisdiction of the Biological Survey, which precludes the grazing of domestic live stock. In a game range the grazing of domestic stock is specifically provided for, and the various kinds of wildlife such as deer and antelope which will receive preference are given a maximum limit, which in general does not exceed the number already on the range and provides that whenever the number of wildlife exceeds the limit they are to be harvested."

Early entries at the International Live Stock Exposition, to be held at Chicago Stock Yards, November 27-December 4, were the heaviest in the history of the show according to secretary-manager B. H. Heide. Prizes will total over \$100,000. Competitions will feature all breeds of beef cattle, draft and light horses and ponies, sheep, and swine. The International Grain and Hay Show is held annually in connection with the exposition.

Grand champion load of steer calves at the Highland feeder sale in Marfa, Texas, last month brought 15 cents a pound, going to an International feeder in Iowa. Reserved champion load of

steer yearlings brought \$12.50, going to a feeder in Pennsylvania. Twenty-five carloads of steer calves averaged \$11.60; thirteen loads of steer yearlings, \$10.92; and eleven loads of heifer calves, \$9.29.

Department of Agriculture yearbooks for 1938 and 1939 will deal with soils and animal and human nutrition. The 1937 yearbook, just out, completes the study of genetics begun in the 1936 volume.

"Fitting Sheep into Plains Farming Practices," by George E. Morton and E. J. Maynard, of the Colorado Experiment Station, and J. F. Brandon, of the Department of Agriculture, reports on eleven years of pasturing ewes and lambs to discover whether grazing by sheep might replace cultivation of summer fallow on plains farms and to determine approximate carrying capacity of native short grass sod. The bulletin is published by Colorado State College, Ft. Collins.

Uncle Sam's allotment of lands to the Indians has shrunk to 53,000,000 acres. In 1887 the red man held 130,000,000 acres as a result of treaties. In 1933 the Indian's allotments totaled 49,000,900 acres. Since then, however, by congressional declaration that expiring trusts be continuous trusts, more than 4,000,000 acres have been acquired. Tribes of Arizona lead the list with 19,088,602

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allotted areas; Montana Indians are next with 6,054,808 acres; Wyoming Indians hold 719,789 acres.

\* \* \*

**Ben F. Nevins**, for twenty-seven years general live-stock agent of the Western Pacific, announces his retirement. He is well known to cattle- and sheepmen, especially in the far West. Eighty-seven years old, he has worked a stretch of sixty continuous years for western railroads.

\* \* \*

A new ham aging process which is completed in less than ten weeks, has been developed from researches by the University of Maryland working with Department of Agriculture experts. To give hams the desired flavor, packers must usually let them age six months or more. Under the new process, after the hams are cured, seasoned, and smoked they are placed in a special incubator where temperatures from 107° to 125° are maintained.

## LETTERS

### TOO MUCH TARIFF

We enjoy your magazine. I compliment you on opposition to tax tariffs against sister states but criticize you for wanting too much tariff and too little reciprocal trade with other nations.

Cotton growers vary in their desire for protection from those who wish a guarantee of 25 cents a pound and a limit of the growing to themselves to those who want a small indemnity on a few bales for each family under a domestic allotment plan. The latter plan would give protection comparable with a tariff for the small grower and would permit the large land holder to grow cotton in quantity with high-powered machinery to bring what it would on the foreign market. Many believe they can raise cotton cheap enough to risk the foreign market.

Anyway, we should have something better than a crop control plan called soil conservation. (A little genuine soil conservation work is being done, but payments are made largely for crop diversion.) In this country land taken from cotton or grain is turned to cattle and sheep. Such an increase is made in stock that farms are depleted of fertility, it seems to me, faster than under straight cotton. Extremely close grazing of cotton stalks, sudan, etc., leaves less soil-building material to be plowed under than plowing under all the stalks.

I would prosper more in dollars if I could get a high protected price on live stock and cotton and buy at the world price. But that would not be right. Could we not have a little protection all the way around to ease the strain of world competition?—**MRS. EARNEST BARROW**, Eden, Tex.

### GOOD SHAPE

Our country in southeastern New Mexico is in very good shape to start into winter; cattle are fat and grass is fairly plentiful. Trading has stopped lately. Most weaner calves contracted early at around 7 cents for heifers and 8 cents for steers.—**W. H. MERCHANT**, Carlsbad, N. M.

### TRY ONCE MORE

We have a great deal of rough feed here this year, which is more than we have had for several years past, and I am getting back into the cattle business again to try once more.—**ED FERGUSON**, Powell, S. D.

### TATTOO

Is it practical to employ tattoo marking in place of the present system of branding for cattle, sheep, and horses? Stockmen ask this question because certain tattoo markers are being offered them, together with promise of registration of the brand at "all" sheriffs' offices (at least one has refused the responsibility). An answer is given here by a chief brand inspector who is also a stockman:

"The tattoo mark has its place, and I use it on my purebred cattle, but it in no way takes the place of a brand or earmark. How impractical it would be for large bands of sheep or herds of cattle—to have to catch each animal and examine its ears for a tattoo. Both on the national forest and in the Taylor grazing districts our cattle mingle. It would not be practical to identify them by tattoo."

### MEAT BOARD PROGRAMS TO COVER COUNTRY

**STREAMLINED MEAT CUTS**, LESSONS in carving meat, practical suggestions on meat cookery, and facts on the food values of meat are among features being given attention by the National Live Stock and Meat Board in its 1937-38 meat merchandising program just launched in leading cities.

Conducted by the board's merchandising specialists who appear in the dual role of lecturers and meat-cutters, the 1937-38 program will be held in all sections of the country. The fall programs alone up to the end of November will cover forty-one cities of fifteen states.

The meat promotion is reaching many types of audiences—retail meat dealers, housewives, students and teachers, chefs and stewards, dietitians, etc. Special emphasis is being placed on the program for retail meat dealers. His job is seven jobs in one, says the board. He must be a meat cutter, meat buyer, display artist, business executive, salesman, meat-cookery expert, and nutrition specialist. The board's program assists him

in all these angles. Dealer instructions are provided, ranging from departmentizing the store to pricing retail cuts.

Also adapted to be of value to those who buy meat, the lecture-demonstrations for housewives give lessons in carving, selection, cookery, and nutrition. Students have become a significant phase of this education, says the board.

## SPICE BOX



**Candid Answers.**—Overheard at the Bureau of Naturalization:

"Where is Washington?"

"He's dead."

"I mean the capital of the United States."

"Oh, they loaned it all to Europe."

"Do you promise to support the Constitution?"

"Me? How can I? I've a wife and six children to support."—**Western Truck Owner.**

**A Lawyer's Business.**—A Negro was charged with chicken stealing. He was at the court early. Before the case was called, the judge saw him and asked him his name.

"Mah name's Johnsing, yo' honah," said the Negro.

"Are you the defendant in this case?" asked the judge.

"No, sah," replied the Negro. "I've got a lawyer to do mah defending; I've de gemman what stole dem chickens."—**Wall Street Journal.**

**Suburban Gardener.**—"I don't seem able to tell my young plants from weeds. How do you distinguish them?"

**Old Farmer.**—"The only sure way is to pull 'em all out. If they come up again they're weeds."—**Stewart News.**

**Customer.**—"Give me four pork sandwiches to take out."

**Waiter (calling to cook).**—"Dress up four grunts to go walking."

AMERICAN CATTLE PRODUCER